# TRADE AND INDUSTRY

2 September 1971 Volume 4 No 9 10p

## Official sources of information on the European Communities—and an EEC reading list

## Exporting to Canada—7: the Atlantic Provinces

## Exploring for oil and gas on the Continental Shelf

## Office development statistics

## New exhibition hall at Harrogate

# in Scotland Lyon think ahead of business

# business heads think of Lyon in Scotland

In Scotland, Lyon develop industrial sites that are designed to help business grow and prosper.

Lyon do this on the big scale in Scotland.

In the past five years in West Central Scotland alone, Lyon have provided new working premises for one hundred and fifty companies. This amounts to a total new productive area of two and a half million square feet.

When Lyon have completed their present Scottish developments, they will have provided ten million square feet of working premises on 18 Industrial Estates. That's a big area of experience. If you are thinking of moving to more profitable ground, Lyon can let you have a lot of know-how.

Ask Lyon about planning and design, local amenities, financial provision or anything else you want to know.

Just telephone the Lyon Planning and Advisory Service in Glasgow. The number is 041-221 3961. One telephone call could lead you to a much more profitable future. Telephone today.

GRANTS. All Lyon Estates are located within the Scottish Development or West Central Scotland Development Areas. The full range of D.T.I. grants and Government incentives are available.

PREMISES AVAILABLE. Premises from 2,500 square feet upwards are available now and new sites are coming on to the market soon. These are concentrated in the Central belt of Scotland.

YOUR OWN PLACE. Lyon will custom build for you on your own site or on any Lyon Estate to meet your specific space and operational requirements.

YOUR CHOICE. Lyon premises are yours to buy or rent.

WHAT YOU GET. Lyon premises include: a flexible complex of offices with floors vinyl tiled, private car parking facilities, power and lighting points, oil fired air heating systems. Premises are decorated throughout.

**Lyon**

**Europe's Leading Industrial Development Group**

LYON GROUP LIMITED (SCOTTISH DIVISION)
239 ST. VINCENT ST. GLASGOW C.2. 041-221 3961/7

# Trade and Industry

*Incorporating the Board of Trade Journal and New Technology*
Volume 4. No. 9. Pages 421 to 460. September 2, 1971. Price 10p. Net subscription, post inclusive, £7.60
Editorial: Room 437, Department of Trade and Industry, 1 Victoria St., SW1H 0ET 01-222 7877
Advertisements: HMSO, Room D94, Atlantic House, Holborn Viaduct, London, EC1P 1BN. 01-248 9876 ext. 6147
Subscriptions: HMSO, PO Box 569, London, SE1. 01-928 6977 ext. 472


## HOME NEWS AND FEATURES


423 Britain and the EEC—8: Information and advice on the EEC available from the Department of Trade and Industry
426 The European Communities: a reading list
427 Business Statistics Office
428 Official appointments
428 Visitor from Malawi
428 Safety regulations for mines and quarries
428 Applications for temporary exemption from import duty
428 Annual review of temporary exemptions from import duty
429 Deferred premiums
429 Mr. Corfield meets Chinese Vice-minister of Foreign Trade
429 Clearance of merger proposals by DTI
429 Inspectors appointed
430 Atlantic Provinces—the forgotten ten per cent
432 New container terminal for Halifax, N.S. Aviation and Shipping
433 Exploration for oil and gas on the Continental Shelf
435 Trawler support ship 'Miranda'
436 Survey of Marine Traffic in the Dover Strait
437 Concorde 001 to visit South America
437 RB 211 contract
438 Government surplus sales


## STATISTICS


439 Index to statistics
440 The economy: Selected indicators
441 Vehicle production in July
442 Footwear industry: production, orders and deliveries
443 Registration of British and foreign films.
443 Business Monitor
443 New companies registered in Northern Ireland
444 Office development permits in the second quarter 1971


## TRADE PROMOTION

EXHIBITIONS AND FAIRS


446 EEC stimulus for exhibiting British products
446 Impressive joint venture display at 'Airex'
447 Book exhibition
447 'Home Heating' display at Design Centre
447 Joint ventures at New York shows
447 Reduced rates for overseas visitors
447 Designers' Equipment and Designers' work
447 Detailed Statistics of UK overseas trade
448 MISSIONS AND TOURS
449 EXPORT ORDERS


## TRADE INFORMATION


451 Servicing of electrical and electronic equipment in the United States. Hungary and Denmark


TARIFF AND TRADE NOTICES


457 **Australia:** Tariff Board (Dumping) inquiry on toilet units. tyre cord. Tariff Board inquiry—Schedule A to NAFTA. Result of Tariff Board, inquiry on Trout. Tariff changes
459 **Barbados:** Work permit requirements
455 **Ceylon:** Reintroduction of curfew. State Trading Corporations
459 **Chile:** Foreign exchange—exports.
459 **Colombia:** Quality control reports
459 **Ecuador:** Regulations for importation of alcoholic beverages
452 **European Communities:** Common agricultural policy. Transport. Imports from Yugoslavia. EEC and Lebanon. Harmonisation of legislation. Right of establishment and freedom to supply services
453 **France:** Exchange control regulations
454 **Ghana:** Import inspection proposals. Importation and sale of cars
455 **Indonesia, Republic of:** Devaluation of the Rupiah
453 **Israel:** Order on prices of fuel. Fuel excise order. Tariff amendment
454 **Libya:** Cholera regulations. Agricultural co-operatives. Agricultural subsidies
458 **New Zealand:** Tariff and Development Board report
459 **Peru:** Correction
455 **Sierra Leone:** Notice to importers
455 **South Africa, Republic of:** Customs tariff application
453 **Spain:** Food labelling regulations
454 **Syrian Arab Republic:** Import regulations
454 **UAR (Egypt):** Import regulations
459 **United States:** Children's sleepwear—amendment
459 **Uruguay:** Temporary ban on imports extended
455 **Vietnam, Republic of:** Import Licence extension. Imports of diesel engines. Import of commodities by Government Departments



© Crown Copyright 1971
Short extracts can be published without specific permission providing that the source is duly acknowledged.
The view expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty's Government.
The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.




A • •

# THE QUEEN'S AWARD TO INDUSTRY 1972

**Applications should be submitted as soon as possible before the closing date, 31st October 1971. Official forms and an explanatory booklet are available from: The Office of The Queen's Award to Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 2277**

# Information and advice on the EEC available from the Department of Trade and Industry

IF Britain joins the European Communities on January 1, 1973, less than 16 months will remain before we become members in which British firms can prepare themselves for entry. It is clearly in the national interest, as well as in the interests of individual companies, that managements of all British firms should give urgent consideration to developing strategies for the wider markets and the freer commercial climate that would await them inside the enlarged Communities. The need for information and guidance to assist firms in making these preparations is recognised. Valuable assistance is already being provided by the CBI and by Chambers of Commerce and Trade Associations and close contact with many of these organisations is being maintained by the Department of Trade and Industry.

The Department is also ready and willing to help individual British firms in any way it can. The kind of help which can be provided ranges from market information and assistance in finding agents in Europe to giving details of, and guidance on, Community legislation.

The expertise covering such a wide range of subjects is—not surprisingly—spread widely throughout the Department and, in consequence, the individual businessman may be in some difficulty in knowing to whom he should turn for advice on a particular problem. It is hoped that this article will ease his path and save his time in locating the right point of contact.

It is felt that businessmen may also welcome some guidance on which books and other publications are most likely to be helpful to them in providing information on the European Communities. A selected bibliography is therefore given at the end of this article.

## General information and help in locating sources of advice

A new EEC/EFTA Information Unit has been set up at 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877, EEC Inquiries Ext. 3579 or 2479, EFTA Inquiries Ext. 2480 or 2479, Telex 27366) to provide an information service for industry on European matters. This is the central inquiry point for general questions about the EEC and EFTA, and for the arrangements provisionally agreed for entry into an enlarged Community. Where necessary the Unit will put inquirers in touch with sources of specialist advice in the Department of Trade and Industry or outside.

### Legislation, Communities' Decisions

For firms seeking details of the Communities' Regulations, Decisions and Directives, the Department's Central Library at 1 Victoria Street now holds a virtually complete set (except for those concerning the Common Agricultural Policy) of unofficial English translations. These translations and an index to the legislation may be consulted by visitors. The Library can also provide photocopies of the translations on payment of a fee. The Central Library is situated on the Lower Ground floor, Room LG27, 1 Victoria Street. Requests for translations may also be made in writing to the Department of Trade and Industry, Central Library, 1 Victoria Street, London SW1H 0ET, Telex 27366, or by telephoning 01-222 7877, Ext. 3693 or 3694. It should be noted that what the Library can provide are unofficial translations of the current secondary legislation of the existing Communities in force at December 31, 1970. Work is currently going on in Brussels on the technical adaptation of this legislation and of the 1971 legislation into a form appropriate to the enlarged Communities. It is expected that later this year HMSO will be able to start publishing authenticated English texts of the technical adaptations of the legislation (ie in the form of which they would apply in the enlarged Communities).

### Export opportunities, market prospects, marketing

For firms interested in expanding their sales to Europe, advice on export opportunities, market prospects, agencies, marketing, licensing, etc., for EEC and other countries can be obtained from the Department's Export Services Division situated at Export House, 50 Ludgate Hill, London EC4M 7HU, Tel. 01-248 5757, Telex 886143 or from the Department's Regional Offices at the following addresses:

Office for Scotland, 314 St. Vincent Street, Glasgow C3. Tel. 041-248 2855; Telex 77583.

Northern Regional Office, Wellbar House, Gallowgate, Newcastle upon Tyne NE1 4TR. Tel. 0632 27575; Telex 53178.

Yorkshire & Humberside Regional Office, City House, New Station Street, Leeds LS1 4JQ. Tel. 0532 38232; Telex 55472.

North-Western Regional Office, Sunley Building, Piccadilly Plaza, Manchester M1 4BA. Tel. 061-236 62171; Telex 667104.

West Midlands Regional Office, Five Ways House, Islington Row, Birmingham B15 1SJ. Tel. 021-643 8221; Telex 337021.

East Midlands Regional Office, Cranbrook House, Cranbrook Street, Nottingham NG1 1ES. Tel. 0602 46121; Telex 37143.

(However, until responsibility for export work in the East Midlands is transferred from Birmingham to Nottingham, East Midlands firms should address their export inquiries to the Birmingham Office.)

Office for Wales, Government Buildings, Gabalfa, Cardiff CF4 4YL. Tel. 0222 62131; Telex 49267.

South West Regional Office, The Pithay, Bristol BS1 2NE. Tel. 0272 21071; Telex 44214.

Firms in Northern Ireland should address their inquiries on all matters relating to exports to:

Ministry of Commerce, Chichester House, 64 Chichester Street, Belfast BT1 4JX. Tel. Belfast 34488; Telex 74578.

### Tariffs and import regulations overseas

Details of current tariff, import licensing and customs regulations of the Community can be obtained from the Tariff

*(continued on next page)*

Section of Export Data Branch, Export House, 50 Ludgate Hill, London EC4M 7HU, Tel. 01-248 5757, Ext. 7174 (for EEC), 288 and 7175 (for Benelux), 423 (for France), 466 (for Germany) and 467 (for Italy), Telex 886143. Information is also held in this Section on trade agreements, the Common Agricultural Policy and on any other legislation (eg technical, health, food and drugs) of the Community and of its member states which may affect British exports.

### Finance and credit for exports

Questions about finance for exports, and export credits should be directed to the Export Planning and Development Division, 1 Victoria Street, London SW1H 0ET, Tel. 01-222 7877, Ext. 2370, Telex 27366.

### Export credit insurance

Advice on export credit insurance in the EEC can be obtained from Mr. C. Foxall of the Export Credits Guarantee Department (Headquarters), Aldermanbury House, Aldermanbury, London EC2. Tel. 01-606 6699, Ext. 545, Telex 883601.

### Capital projects, consultancy

For overseas capital projects and consultancy, advice can be obtained from the Overseas Projects and Technology Division, 1 Victoria Street, London SW1H 0ET, Tel. 01-222 7877, Ext. 3257, Telex 27366.

### Anti-dumping and countervailing duties

Advice can be obtained from the Tariff Division, Room 105, Brunswick House, 2 Central Buildings, Matthew Parker Street, London SW1H 9NH, Tel. 01-222 7877, Ext. 2530, Telex 27366.

### Import licensing in the UK

Advice can be obtained from the Tariff Division, Room 201, Brunswick House, 2 Central Buildings, Matthew Parker Street, London SW1H 9NH, Tel. 01-222 7877, Ext. 3617 and 2490, Telex 27366.

### Company legislation

Advice can be obtained from the Insurance and Companies Department, Room 635, Sanctuary Buildings, 16/20 Great Smith Street, London SW1P 3BT, Tel. 01-222 7877, Ext. 2954, Telex 27366.

### Design standards, etc.

Advice on general questions relating to the Community's programme for harmonising national legislation on technical design or quality control requirements can be obtained from Standards Weights and Measures Division, Room 446, Abell House, John Islip Street, London SW1P 4LN, Tel. 01-834 4422, Ext. 502, Telex 27366.

### Insurance (other than export credit insurance)

Advice can be obtained from the Insurance and Companies Department, Room 606A, Sanctuary Buildings, 16/20 Great Smith Street, London SW1P 3BT, Tel. 01-222 7877, Ext. 2830, Telex. 27366.

### Monopolies and restrictive practices and consumer protection

Advice can be obtained from the Industrial and Commercial Policy Division 3, Room 502, 1 Victoria Street, London SW1H 0ET, Tel. 01-222 7877, Ext. 2089, Telex 27366.

### Patents

Advice can be obtained from the Patent Office and Industrial Property and Copyright Department, Room 110, Southampton Buildings, Chancery Lane, London WC2A 1AY, Tel. 01-405 8721, Ext. 110.

### Weights and measures

Advice on weights and measures can be obtained from the Standards, Weights and Measures Division, Room 444, Abell House, John Islip Street, London SW1P 4LN, Tel. 01-834 4422, Ext. 726, Telex 27366.

### Regional development

Advice on the industrial aspects of regional development policy can be obtained from the Regional Industrial Development Division, Room 138, 1 Victoria Street, London SW1H 0ET, Tel. 01-222 7877, Ext. 2167, Telex 27366.

## Information regarding particular industries

If firms wish to discuss matters relevant to their own particular industry the appropriate industry sponsoring Division of the Department may be able to help. However in many cases a useful first step might be an approach to the appropriate Trade Association since the Department may already have been in touch with the Association about aspects of entry effecting the industry. A guide to the Department's industry sponsoring Divisions indicating telephone points of contact is given below; the full addresses and telephone numbers of the buildings mentioned are given at the end of the list.

**Aerospace:** Air 2 Branch, Horse Guards Avenue, Ext. 2913 and 2028.
**Boilermaking, furnaces, kilns and ovens (excluding blast, steel and metallurgical furnaces):** Section MME4, Room 1393, Thames House South, Ext. 1242.
**Batteries:** Section MME4, Room 1393, Thames House South, Ext. 1242.
**Chemicals, inorganic and organic:** Section CT3, Room 601, Millbank Tower, Ext. 48.
**Coal:** Coal Division, Room 1211, Thames House South, Ext. 1264 or 1127.
**Computers:** Section LC1a, Room 401, Dean Bradley House, Ext. 158.
**Cutlery:** Section PSD3b, Room 1921, Millbank Tower, Ext. 83.
**Detergents:** Section CT 4b, Room 715, Millbank Tower, Ext. 71.
**Distribution trades:** Section PSD2, Room 1807, Millbank Tower, Ext. 284.
**Electronics:** Section LC1a, Room 401, Dean Bradley House, Ext. 158.
**Electrical engineering:** Section MME4, Room 1393, Thames House South, Ext. 1242.
**Electrical appliances (domestic):** Section MME4, Room 1393, Thames House South, Ext. 1242.
**Electricity:** Section EL1, Room 1626, Thames House, Ext. 1476.
**Films legislation:** Section PSD1, Room 1922, Millbank Tower, Ext. 175.
**Footwear:** Section PSD2, Room 1912, Millbank Tower, Ext. 271.
**Gas:** Section GAS2a, Room 1511, Thames House South, Ext. 1467.
**Glassware and glass containers:** Section PSD3b, Room 1921, Millbank Tower, Ext. 83.
**Industrial gases:** Section CT4b, Room 715, Millbank Tower, Ext. 71.
**Instruments:** Section LC1a, Room 401, Dean Bradley House, Ext. 158.
**Iron and steel:** Iron & Steel Division, Room 745, Thames House South, Ext. 1250.
**Jewellery:** Section PSD3b, Room 1921, Millbank Tower, Ext. 83.

**Lamps:** Section MME4, Room 1393, Thames House South, Ext. 1242.
**Leather:** Section PSD2, Room 1912, Millbank Tower, Ext. 271.
**Machine tools, metal and wood working machinery:** Branch M2, Room 605, Abell House, Ext. 620.
**Manufacturing machinery:** Branch M3, Room 630, Abell House, Ext. 704.
**Mechanical engineering:** Section VME2, Room 835, Abell House, Ext. 415.
**Materials handling equipment:** Branch M4, Room 640, Abell House, Ext. 342.
**Medicines, proprietary:** Section CT4b, Room 715, Millbank Tower, Ext. 71.
**Mineral rights legislation:** Section MME1, Room 1039, Thames House South, Ext. 2006.
**Non-ferrous metals:** Section MME2 and 3, Room 1317, Thames House South, Ext. 1487.
**Nuclear industry:** Section AE2, Room 803, Millbank Tower, Ext. 180.
**Newspapers:** Section PSD2, Room 1804, Millbank Tower, Ext. 366.
**Packaging:** Section PSD3a, Room 1920, Millbank Tower, Ext. 250.
**Paper, pulp and board:** Section PSD3a, Room 1920, Millbank Tower, Ext. 250.
**Petroleum:** Section Oil 3a, Room 1121, Thames House South, Ext. 1150.
**Pottery domestic:** Section PSD3b, Room 1921, Millbank Tower, Ext. 83.
**Printing:** Section PSD2, Room 1804, Millbank Tower, Ext. 366.
**Process plant, including metallurgical plant:** Process Plant Branch, SBP1, Room 1541A, Thames House South, Ext. 1273.
**Publishing:** Section PSD2, Room 1804, Millbank Tower, Ext. 366.
**Records, gramophone:** Section PSD3b, Room 1923, Millbank Tower, Ext. 263.
**Rubber:** Section CT4b, Room 715, Millbank Tower, Ext. 71.
**Shipbuilding, ship repair and boatbuilding:** SBP2, Room 1561, Thames House South, Ext. 1530.
**Sportsgoods:** Section PSD3b, Room 1923, Millbank Tower, Ext. 263.
**Textiles, including clothing, structure of EEC textile industries:** Section CT2, Room 1142, Millbank Tower, Ext. 246.
**Textiles, EEC's import policy:** Section CT1, Room 1120, Millbank Tower, Ext. 192.
**Timber, plywood and chipboard:** Section PSD3a, Room 1920, Millbank Tower, Ext. 250.
**Tobacco:** Section CT4b, Room 715, Millbank Tower, Ext. 71.
**Toilet preparations:** Section CT4b, Room 715, Millbank Tower, Ext. 71.
**Toys:** Section PSD3b, Room 1923, Millbank Tower, Ext. 263.

**BRITAIN AND THE EEC**

Previous articles in this series were published in the following issues of *Trade and Industry:*

Britain's application for EEC membership: progress of the negotiations: May 5.
The Treaty of Rome: an outline of its principal provisions: May 19.
The European Coal, Steel and Atomic Energy Communities: June 2.
The scope and form of Community Law: June 16.
Industrial policy and the Community: June 30.
The EEC and the free movement of labour: August 12.
Common Market transport policy: August 19.

**Vehicles:** Section VME1, Room 840, Abell House, Ext. 307.
**Welding machinery:** Branch M2, Room 605, Abell House, Ext. 620.

The full addresses, telephone and telex numbers of the buildings mentioned are:

Abell House—John Islip Street, London SW1P 4LN, Tel. 01-834 4422, Telex 27366.
Dean Bradley House—Horseferry Road, London SW1P 2AG, Tel. 01-799 5688, Telex 27366.
Horse Guards Avenue, London SW1, Tel. 01-930 7022, Telex 27366.
Millbank Tower—Millbank, London SW1P 4QU, Tel. 01-834 2255, Telex 27366.
Thames House South—Millbank, London SW1P 4QJ, Tel. 01-222 7000, Telex 27366.

## Information and advice from other government departments

Departments other than the Department of Trade and Industry are, of course, also concerned with EEC matters. These departments include the Department of Employment, HM Treasury and HM Customs and Excise as well as those departments which have sponsorship responsibilities such as the Department of the Environment, the Ministry of Agriculture, Fisheries and Food and the Department of Health and Social Security. All these departments may be able to help businessmen with inquiries on matters relating to the EEC which fall within their own particular fields of responsibility. If there is any doubt about which department should be approached, advice can be obtained from the EEC/EFTA Information Unit of the Department of Trade and Industry. Firms in Northern Ireland should in the first instance direct their inquiries on EEC matters to the General Industrial Services Branch of the Ministry of Commerce, Chichester House, 64 Chichester Street, Belfast BT1 4JX, Tel. Belfast 34488, Ext. 264, Telex 74578.

**EUROPEAN BUSINESS LAW**

G. A. ZAPHIRIOU, *LL.M. (London)*

*European Business Law* is a new handbook for those managing commercial enterprises dealing with, or established in, the countries forming the European Economic Community. It provides basic information, sources and references, the object being to put businessmen and their legal advisers in a position to reach solutions to practical problems or, at the very least, to select the most promising line of approach. The business laws of the national legal systems involved are compared and contrasted, particular care having been taken to cover French and West German law in detail, and all aspects of trading under the European Economic Community Treaties are explained.

1970 *£3.75 net. Postage 15p*

**SWEET & MAXWELL** Mail orders to: North Way, Andover, Hants
Bookshop: 23 Chancery Lane, London WC2A 1LS

# The European Communities: a reading list

THE answers to many inquiries can be found in the large number of publications on the European Common Market and the effects of British membership. Many of these are given in ***A reader's guide to Britain and the European Communities** by C. A. Cosgrove. (Chatham House /PEP. 1970. 106 pages. £0.75.) A selection of some useful works currently available is given in the following list.

## General works

1. **The Common Market and the United Kingdom; a guide to the European Economic Community and the possible effects of British membership.** National Westminster Bank. 1971. 75 pages. £0.50.

2. **Community Europe: a short guide to the Common Market,** by R. Broad and R. Jarrett. Oswald Wolff. 1967. 172 pages. £1.50.

Introductory work describing the EEC countries, Community institutions and policies. A short supplement covering developments 1967-9 is inserted.

3. **Decision on Europe: an explanation of the Common Market,** by D. H. Hene. Jordan. 1970. 239 pages. £2.75.

Introduction to the Common Market institutions and policies. Discusses general implications of European integration and Britain's application to join EEC.

4. **Economic integration in Europe,** edited by G. Denton, Weidenfeld and Nicolson. 1969. 365 pages. £3.50.

Studies on the impact of trade liberalisation and the problems of policy harmonization and economic integration in EEC and EFTA. There are separate chapters on agriculture, cartels, regional policy and labour movement in the European Communities.

5. **The economics of the Common Market,** by D. Swann. Penguin. 1970. 200 pages. £0.40. (Penguin modern economic texts).

A useful guide to the EEC and its policies with sections on tariffs, taxation, cartels, free movement of labour and capital, regional and social policy, and common policies on agriculture, energy and transport.

6. **European Communities: 1 European Economic Community (EEC) 2 European Atomic Energy Community (EURATOM). 3 European Coal and Steel Community (ECSC).** Republic of Ireland [Government]. 1967. 301 pages. £0.60. (Available from Government Publications Sale Office, G.P.O. Arcade, Dublin 1).

Useful guide to the institutions of the European Communities and their main policies. The EEC section includes chapters on the free movement of goods, competition policy, transport, freedom of movement for capital and labour, social and economic policy.

7. **Industry and Europe: an industrial view of some economic objectives and problems of an enlarged European Community.** Council of European Industrial Federations Integration Committee. Published by the Confederation of British Industry. 1971. 61 pages. £0.50.

8. **Notes on the aims of the European Communities and the rules and obligations of membership.** Department of Trade and Industry, EEC/EFTA Information Unit. 1971. 15 pages. Free.

An introduction to the European Communities and their legislation originally compiled for DTI staff.

9. **Towards one Europe.** S. de la Mahotière. Penguin. 1970. 332 pages. £0.40.

Describes the growth and development of EEC, with chapters on European industry (especially steel, chemicals, motor vehicles), transport policy, and economic and monetary co-operation.

10. **The United Kingdom and the European Communities.** HMSO. 1971. 45 pages. £0.25. (Cmnd 4715).

The official Government statement on British entry into the Common Market.

## Agriculture

11. **Agricultural marketing and the EEC,** by M. Butterwick and E. Neville-Rolfe. Hutchinson. 1971. 287 pages. £3.50.

12. ***Agricultural policy and the Common Market,** by J. S. Marsh and C. Ritson. Chatham House/PEP. 1971. 199 pages. £1.25. (European Series No.16).

Describes and assesses the common agricultural policy and discusses the implications for Britain.

## British industry: effects of EEC membership

13. **Britain and Europe.** Confederation of British Industry. 1967. 3 vols. £6.

Vol. 1 gives the main conclusions and recommendations covering the principal effects of EEC membership on markets, competition, costs and the availability of human and financial resources. Vol. 2 consists of studies on the common external tariff, agriculture, energy, iron and steel, transport, movement of capital, taxation, restrictive practices, free movement of labour, harmonisation of social security, and monetary implications of membership. Vol. 3 is a programme for action with a report on consultations with industry.

14. **Britain and the Common Market: the effect of entry on the pattern of manufacturing production,** by S. S. Han and H. H. Liesner. Cambridge University Press. 1971. 116 pages. £1.20 (University of Cambridge, Department of Applied Economics. Occasional papers No.27).

Includes an analysis of the effect of EEC entry on various industries such as chemicals, textiles, iron and steel, and engineering including electrical equipment and vehicles.

15 **Britain in Europe: a second industrial appraisal.** Confederation of British Industry. 1970. 72 pages. £1.50.

This supplements the study **Britain and Europe** and covers developments in Brtain and EEC since 1966. A summary version **A short industrial guide to Britain in Europe** (1970. 25 pages. £0.25) is also available from CBI.

16. **The European Economic Community and the United Kingdom engineering companies: a study of the impact of UK entry on engineering companies, particularly from the standpoint of mechanical engineering.** British Mechanical Engineering Confederation in association with 'Engineering'. Engineering, Chemical & Marine Press Ltd. 1971. 57 pages. £15.75.

Though this compact but comprehensive survey of the EEC was prepared for the British engineering industry it provides a valuable guide for industry in general. It covers the practical implications of British membership of the EEC with sections on marketing, production, design, research and development, finance, taxation and legal matters.

17. **Industry and the Common Market.** Federal Trust for Education and Research. 1971. 88 pages. £1.50.

A series of lectures on various topics including co-operation in aerospace projects, patents, problems of international companies and industrial policy proposals of the EEC.

## Competition policy

18. **Competition policy in the European Community: the rules in theory and practice,** by D. Swann and D. L. McLachlan. Oxford University Press for the Royal Institute of International Affairs. 1967. 482 pages. £3.15.

Discusses competition policy as it affects tariffs, taxation, state subsidies, cartels transport, agriculture, energy, social and regional

programmes. Includes sections on the European Coal and Steel Community.

### Fiscal policy

19. **The value added tax in the European Community.** European Communities Press and Information, 23 Chesham Street, London SW1X 8NG. 1970. 12 pages. Free. (Community topics, No. 36).

Describes the value added tax and its role in tax harmonisation in the EEC.

### Labour policy

20. ***Trade unions and free labour movement in the EEC,** by R. C. Beever. Chatham House /PEP. 1969. 50 pages. £0.50. (European series, No.10).

The first part deals with trade union involvement in EEC, policy making and organisation. The second half covers free labour movement and its implications.

### Monetary policy

21. **The Pound into Europe? Sterling, the City and EEC entry.** The Banker, 1971. 51 pages. £0.80.

One section covers the monetary agreements of the EEC including the Barre Plan and the Werner Report. Other essays deal with the role of the City in the EEC and the problems of Sterling.

### Regional policy

22. ***Regional policy in Britain and the Six: the problems of development.** by Harold Lind [and] **Community regional policy,** by Christopher Flockton. Chatham House/PEP. 1970. 76 pages. £0.65. (European series, No.15).

Examines British and EEC regional policies and discusses the problems of integration.

### Social policy

23. **The Common Market and the common man. Social policy and working and living conditions in the European Community.** 3rd ed. European Communities Press and Information, 23 Chesham Street, London SW1X 8NG. 1971. 32 pages. Free.

### Transport policy

24. ***Transport policy of the European Communities.** Nigel Despicht. Chatham House/PEP. 1969. 85 pages. £0.50. (European series, No. 12).

### Periodicals and annuals

25. **Bulletin of the European Communities.** European Communities Commission. Monthly. Available from HMSO at an annual subscription of £3.50.

26. **Community topics.** European Communities Press and Information, 23 Chesham Street, London SW1X 8NG. (Series of occasional papers). Free.

27. **European Community.** European Communities Press and Information, 23 Chesham Street, London SW1X 8NG. Monthly. Free.

28. **Journal officiel des Communautés européennes.** Several issues a week. Available from HMSO at an annual subscription of £15.00.

This is published in two series—the 'Legislation' series covering all Community laws and the 'Communications et informations' series covering all other official announcements.

29. **Rapport général sur l'activité des Communautés.** European Communities Commission. Annually. Available from HMSO. (1970 issue costs £1.67½, by post £1.87½).

** Chatham House/PEP publications are obtainable from Research Publications Services Ltd., Victoria Hall, East Greenwich, London SE10 0RF.*

## Business Statistics Office

A REVISED version of the booklet giving a general account of the background and activities of the Business Statistics Office is now available. Copies can be obtained from the Business Statistics Office, Lime Grove, Ruislip, Middlesex HA4 8RS (Tel. 01-866 8771, Ext. 17 or 123).

# Customs notices of interest to exporters

**THE following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London, EC3R 7HE.**

| General Notice | |
|---|---|
| 49 | Temporary importations: international co-operation. |
| 77E | Purchase tax-exports. |
| 77X | Purchase tax—retail export schemes. |
| 104 | Temporary importations and exportations under ATA and ECS Carnets. |
| 112 | Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants. |
| 118 | Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax. |
| 206 | Export trade reliefs: temporary importation for process or repair. |
| 207 | Reimported goods: relief from Customs duty and purchase tax. |
| 210 | Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders. |
| 215 | Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief. |
| 275 | Documentation of Exports for Statistical Purposes |
| 290 | Export of personal and household effects. |
| 300 | Export reliefs scheduling scheme. |
| 466 | Export documents and trade statistics. |
| 467 | The New Customs Tariff and Overseas Trade Classification. |
| **Exchange Control** | Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury—also obtained from any bank.) |
| **Drawback** | |
| 7 | Drawback on mixed or blended beers when exported or deposited in bonded warehouse. |
| 74A | EFTA drawback: exception of EFTA goods re-exported to another EFTA country. |
| 77M | British-made cars and motorcycles; tax free sales to tourists, etc. |
| 132 | Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes. |
| 172 | Hydrocarbon oils: drawback of duty. |
| 218 | The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported. |
| 219 | The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials. |
| 224 | The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay. |
| 291 | Claims for drawback on goods exported where there has been a variation in the duty rate. |
| 372 | Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorisation of signatories to drawback claims. |
| 430 | Tables of rates of sugar surcharge, distribution payments and corresponding repayments. |
| 430A | Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer. |

## Official appointments

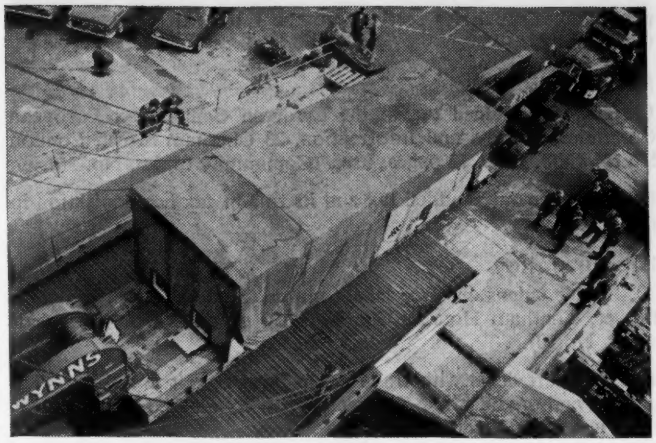
THE Secretary of State for Trade and Industry has authorised the following appointments:

Councillor G. C. Price of Newcastle Emlyn and Councillor T. Roberts of Beaumaris to be members of the Wales Gas Consultative Council.

## Visitor from Malawi

MR. K. W. SHELDON, general manager of the Import and Export Company of Malawi Ltd. is visiting this country from September 6-17 to meet British manufacturers of a wide range of commodities. This visit is being made at the invitation of the Department of Trade and Industry and a full programme has been arranged.

It is the intention of Mr. Sheldon to remain in the United Kingdom for a few days following his official programme and to be available to firms interested in having discussions with him. Firms wishing to make contact with Mr. Sheldon should inform Commercial Relations and Exports Division, Department of Trade and Industry, Room 335, 1 Victoria Street, London, SW1H 0ET (Tel. 01-222 7877, extn. 2226).




*A new low bed was used to carry a 76-ton alternator from the works of Brush Electrical Engineering Co. Ltd., Loughborough, straight through to New York. The alternator, in a strong packing case, was brought by road to Gladstone Container Terminal, Liverpool, where it was driven over the stern ramp (see picture) into the trailer decks of the Atlantic Container Line's ro-ro/container liner 'Atlantic Saga'. The low bed, suitable for road haulage on both sides of the Atlantic, facilitates the handling of big and bulky cargoes.*

## Safety regulations for mines and quarries

THE SECRETARY of State for Trade and Industry has made, and laid before Parliament on August 26, the Mines and Quarries (Tips) Regulations 1971 which will come into operation on October 1, 1971. The Regulations set out the detailed requirements needed to ensure that refuse tips at active mines and quarries are made and kept secure.

The Regulations deal with such matters as drainage, the supervision of tipping operations, the maintenance and inspection of tips, and the keeping of records. Additional requirements apply in the case of those tips which, because of their size or location, are more likely to present a potential hazard. These cover each phase in the life of the tips from the planning stage onwards.

The Regulations were prepared with the help and advice of the Advisory Committee on Tip Safety and after consultation with representatives of mine and quarry owners, managements, officials and workmen and the professional bodies concerned.

The Secretary of State has also made the Mines and Quarries (Tipping Plans) Rules 1971 which specify the scales, orientation, correlation with the National Grid and other requirements affecting the plans and sections of tips and of the strata underlying them which are required to be kept under the regulations.

### Note

The record forms which the regulations require will be available direct from HMSO.

## Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Dept. of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London SW1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 16.

| Tariff heading | Proposed definition for tariff purposes | Applied for as | Exemption required until | Reference |
|---|---|---|---|---|
| 29.16 | Prostaglandin $E_2$ | Prostaglandin $E_2$ (Dinoprostone) | December 31, 1971 | 13683 |
| 29.44 | Spiramycin | as in previous column | December 31, 1971 | 11344 |

## Annual review of temporary exemptions from import duty

THE DEPARTMENT of Trade and Industry are now reviewing all temporary exemptions from import duty that are due to expire at the end of 1971.

Full details of the annual review were given in *Trade and Industry* on August 12, 1971. Attention is drawn to the special factors which will be relevant in the event of UK accession to the European Economic Communities and to the list of chemicals on which duty will be restored on January 1, 1972.

Interested parties are particularly reminded that representations should reach the Tariff Division of the Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, SW1 not later than September 22, 1971.

**UNDERSTANDABLE ECONOMICS**

Economics made easy at the E.S.S.R.A. School of Economic Studies. Evening classes at Victoria begin September 14 and 16, 7 p.m. Write or telephone for prospectus to the Secretary, Economic and Social Science Research Association, 177 Vauxhall Bridge Road, S.W.1. Tel.: 01-834 4266.

*Tuesdays and Thursdays:* Course A; Basic principles. Inflation, employment, taxation, subsidies, land, capital, labour, profits, wealth, distribution, etc.
*Tuesdays only:* Course B; International Trade. Tariffs, protection, money, comparative costs, exchange rates, etc. 12-week courses: £2. All materials supplied.

*In order to see for himself how London is coping with its influx of young overseas visitors, Mr. Anthony Grant, Parliamentary Under Secretary of State for Trade, responsible for tourism, made an early morning tour of accommodation facilities available. Picture shows Mr. Grant (centre) speaking at a press conference at the London Tourist Board, Grosvenor Gardens, on August 23,*

*Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, met Mr. Chung Fu-Hsiang, Director of General Administration of Telecommunications of the People's Republic of China, at the Department of Trade and Industry on August 23. Mr. Chung is leader of the telecommunications delegation who are currently visiting this country as guests of H.M. Government.*

## Deferred premiums

HM Treasury announce that a new form of tax avoidance involving the use of premiums for very long leases payable by relatively small yearly instalments and a final large instalment at or near the end of the lease has recently come to the notice of the Inland Revenue. The potential loss of tax is very substantial.

The device is complex and may involve several intermediaries. In a typical but simplified example, A grants a 250-year lease to B at a premium of, say, £1 million payable by instalments of £100 for each of the first 249 years and a final instalment of £975,100 in the 250th year; interest is payable on outstanding instalments. Under the lease (or a related agreement) B is entitled to assign his liability to pay the instalments and interest. This he does by paying a sum equal to the full premium to C, an associate of A. The full amount of the premium is thus effectively made available to A now but he claims that under the capital gains tax rules for payment by instalments (which charge consideration payable by instalments proportionately as the instalments come in) he is entitled to defer payment of virtually the whole of the capital gains tax liability for 250 years.

There is also evidence that those concerned are turning long leases of this kind into short leases for tax purposes by incorporating a break clause exercisable early in the lease—but in a form which protects any sub-leases made before it is exercised. It is clear that this provision is incorporated in order to create artificial tax losses and deductions.

These arrangements have no purpose other than the artificial postponement of liability to tax or the obtaining of tax relief on artificial losses and deductions.

While the Inland Revenue reserve their right to challenge these cases in the ordinary way, the Chancellor of the Exchequer considers it right to give notice now that it is proposed to introduce legislation in the next Finance Bill to make the position watertight. The legislation will apply to transactions of the kind described which are entered into after today and will apply to land or any other asset in the disposal of which these artificial devices are employed. As regards such transactions already entered into either today or earlier the legislation will not apply to amounts payable today or earlier. But the legislation will apply to amounts becoming payable after today and will nullify any future loss relief or other deduction which might have resulted from these transactions.

If any taxpayer is in doubt whether a transaction into which he has entered is within the scope of this statement, he is advised to send a full account of the facts and copies of the relevant documents to the Board of Inland Revenue, Somerset House, London, WC2.

## Mr. Corfield meets Chinese Vice-Minister of Foreign Trade

THE Minister for Aerospace, Mr. Frederick Corfield, met the Chinese Vice-Minister of Foreign Trade, Mr. Chou Hua-min, on August 25.

The two Ministers exchanged views on a number of matters concerning trade relations between Britain and China. Mr. Corfield also took the opportunity to express the Government's pleasure at the successful outcome of the negotiations with Hawker Siddeley for the sale of Trident aircraft to China (see also page 436).

## Clearance of merger proposals by the DTI

THE DEPARTMENT of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger involving the following companies:

Wolstenholme Bronze Powders Ltd.,
Hertfordshire Bronze Powders Ltd. and
S. Fry & Company.
Grand Metropolitan Hotels Ltd. and
Truman Hanbury Buxton & Co. Ltd.

## Inspectors appointed

THE Secretary of State for Trade and Industry in pursuance of the powers conferred upon him by Section 165(b) of the Companies Act 1948, as amended, has appointed Mr. Lewis Rouse Jones of Kingsgate House, 66/74 Victoria Street, SW1, and Mr. Derek Frank FitzGerald of Gavrelle House, 2/14 Bunhill Row, EC1, to act as inspectors to investigate the affairs of Agri International UK Limited, Agri International SA and First National Investment Corporation SA.

## Name and address with cable

**British firms cabling an overseas organisation for the first time should ensure that they include their name and full postal address. There is no comprehensive directory of cable addresses, and commercial departments in British embassies are often unable to help local firms who ask them to trace British firms from their cable address.**

EXPORTING TO CANADA—7

# Atlantic Provinces—the forgotten ten per cent

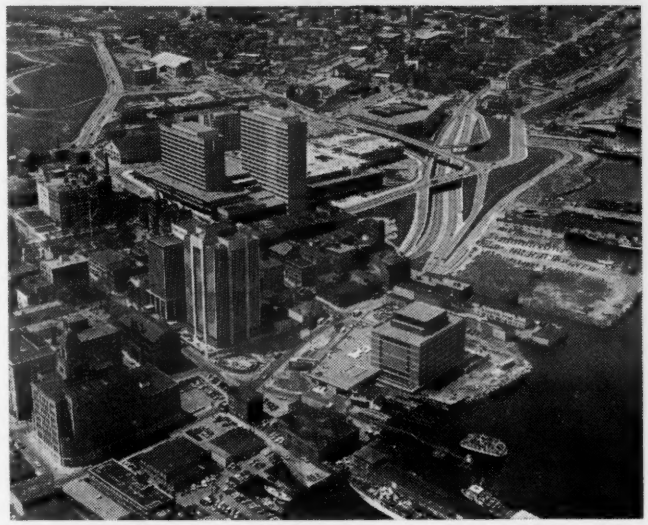
**By T. W. Robinson, British Trade Commissioner for the Atlantic Provinces**

BEFORE coming to Halifax two years ago, I called on a wise old friend in London, a leader in his field. 'The Maritimes is a poor part of the country' he observed, 'There may be some prospects in capital machinery but there is nothing for manufacturers of consumer goods like ourselves.' Last week in Sydney, Cape Breton, an industrialist asked, 'Why is it that British goods, clothes, shoes and other things are scarcely seen in our local shops?' (He travels 250 miles to Halifax to buy suits from an itinerant London tailor.) The same question has been put to me many times in many centres. The answer is in part neglect born of earlier poverty in part the small and scattered nature of the market and in part the lack of effective representation and distribution. It sounds incongruous that British goods should be shipped to Toronto and then travel back to the Atlantic region thus doubling the distance from factory to store. It is hardly reasonable to expect an Upper Canada agent to pay much attention to Charlottetown, Prince Edward Island.

Geographically the British manufacturer is in a better position to sell in the Atlantic region than elsewhere in Canada. A hardware manufacturer in Hamilton, Ontario, is 1,350 rail miles from Halifax. His competitor in Wolverhampton is less than seven days away by break-bulk container or 2,444 sea miles across from Liverpool. A merchant in St. John's, Newfoundland, is closer to the British supplier than he is to one in Ontario. Small wonder then that the traditional ties of the region, especially of Newfoundland have been with Britain. But trade does not rest with tradition. In recent times manufacturers in the more industrialised parts of Canada have vastly improved their sales and distribution arrangements 'down east', too many British firms have been content merely to receive orders. A good example of lingering ties is in the sale of imported cars. As late as 1969 43 per cent of car imports in the region were British. In 1970 this dropped to 35 per cent with popular British models in short supply. This year the British share has plummetted to 14 per cent against a flood of Japanese imports and dealers are still complaining of lack of cars from Britain.

## The market

As a regional market the Atlantic Provinces is complex. It can scarcely be regarded as a single cohesive marketing area and distribution is not easy to achieve since there is no single focal point. Most imports are handled through the ports of Halifax, Nova Scotia; Saint John, New Brunswick; and St. John's, Newfoundland. Moncton, New Brunswick, sits astride the inland trade routes and is a convenient wholesale centre. The region is neither a rich nor a sophisticated market but it is very far from being the Cinderella appendage to the rest of Canada which was its former image. Industry is growing and expanding, much has been done and is being done in building modern highways, port facilities, power stations, and in urban improvement. In the wake of a booming tourist industry, for this is one of the few remaining unspoilt playgrounds of North America, modern hotels and motels are springing up everywhere. Together, the four provinces Newfoundland and Labrador, Nova Scotia, New Brunswick and Prince Edward Island make up close to 10 per cent of Canada's total population but only 5.5 per cent of the total area, half of it represented by the relatively untouched territory of Labrador. In terms of consumer buying power the region still lags behind. Per capita income in the two more prosperous provinces Nova Scotia and New Brunswick was 80 per cent and 72 per cent respectively of the Canadian average in 1970 although retail sales for the whole region reached 80 per cent of the Canadian average reflecting the boost given by tourist spending.



*A corner of downtown Halifax—top centre the yet unfinished Scotia Square complex.*

### Exporting to Canada

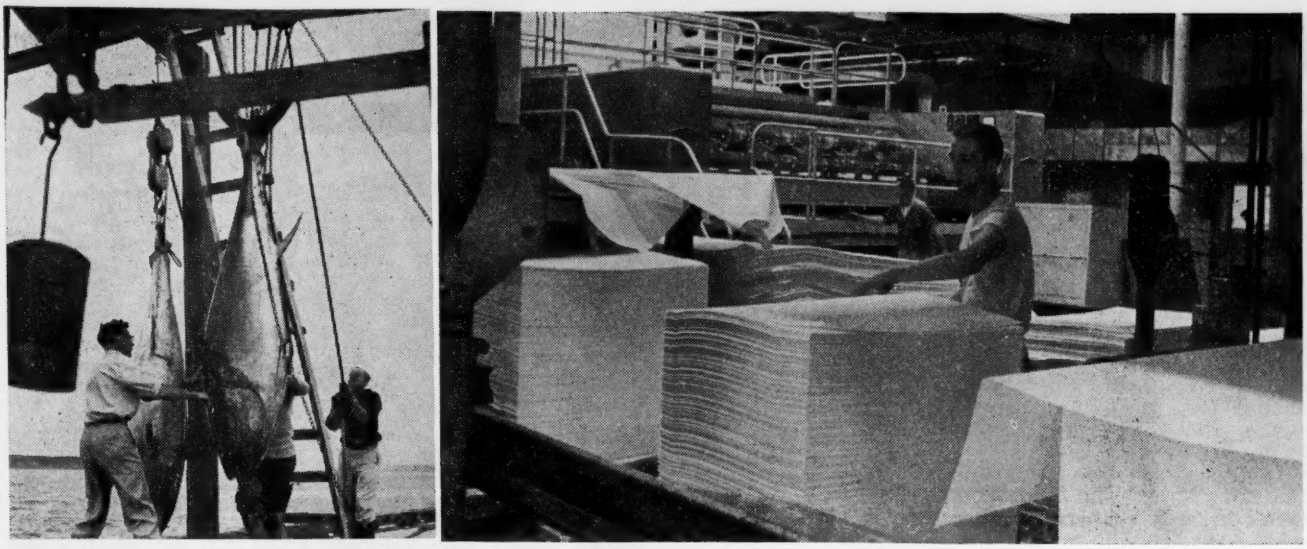
This is the concluding article in this series. Previous articles have appeared in the following issues of *Trade and Industry*.

Exporting to Canada—a new period of growth: July 22.
British Columbia—a market on the grand scale: July 29.
Alberta—a booming economy: August 5.
Manitoba and Saskatchewan—a regional market that deserves closer attention: August 12.
Ontario—the richest market in Canada: August 19.
Prospects for British business in Quebec Province: August 26.

## The old economy . . .

For generations fishing, farming and forestry have formed the sinews of the Atlantic Provinces' economy and to this may be added ship and boat building, and on a small scale, coal and steel. The three 'f's' still predominate on an increasingly modern scale. The Atlantic seafish landed catch in 1970 was 2,311 million lb., about 10 times the weight of the Pacific coast landings and was valued at $128 million. Although there have been failures in which British groups have been involved, substantial investment continues to be made. Several trawlers are being built in local yards presenting opportunities for British firms and processing plant additions are being planned. In the forest products sector there has been spectacular increase.

Nineteen pulp and paper mills are now operating. Several of them have re-equipment schemes planned and others are committed to considerable expenditure on pollution control. A large linerboard mill (British financed) and a particle board plant (British owned) are under construction. Another large mill is in course of negotiation in Newfoundland. These capital projects have produced valuable orders for British firms. Positive steps are being taken in each province towards improving agricultural resources. In Newfoundland a comprehensive study of agricultural potential has just been made with a view to raising farm



*Left: Fishing at Conception Bay, near St. John's, Newfoundland. Right: The Nova Scotia Pulp and Paper Co. Ltd., showing the paper room in the mill at Port Hawkesbury, N.S.*

production several times above its present low level. Farmers from the Maritime Provinces are now regular visitors to agricultural shows in Britain, many come to buy equipment.

Last year a consignment of 1,450 sheep was shipped from Scotland to Nova Scotia farms. Renewed activity extends also to the shipyards. At Saint John, where the yard has been commissioned to build two 30,000 tankers, a large scale expansion and modernisation programme is being undertaken, the Halifax yard is building its third semi-submersible oil drilling rig and has received an order for trawlers, and there are plans for considerable expansion at the Marystown yard in Newfoundland where a takeover by new owners is in the process of negotiation.

The coal mines of Cape Breton scheduled for extinction three years ago, have taken on a new lease of life. Re-equipment has already brought orders for several million dollars worth of British long-wall mining equipment and plans are now awaiting approval to spend much larger sums on a coal washery, coke ovens and underground machinery. The adjacent steel plant has embarked on a $94 million rehabilitation scheme.

### . . . and the new

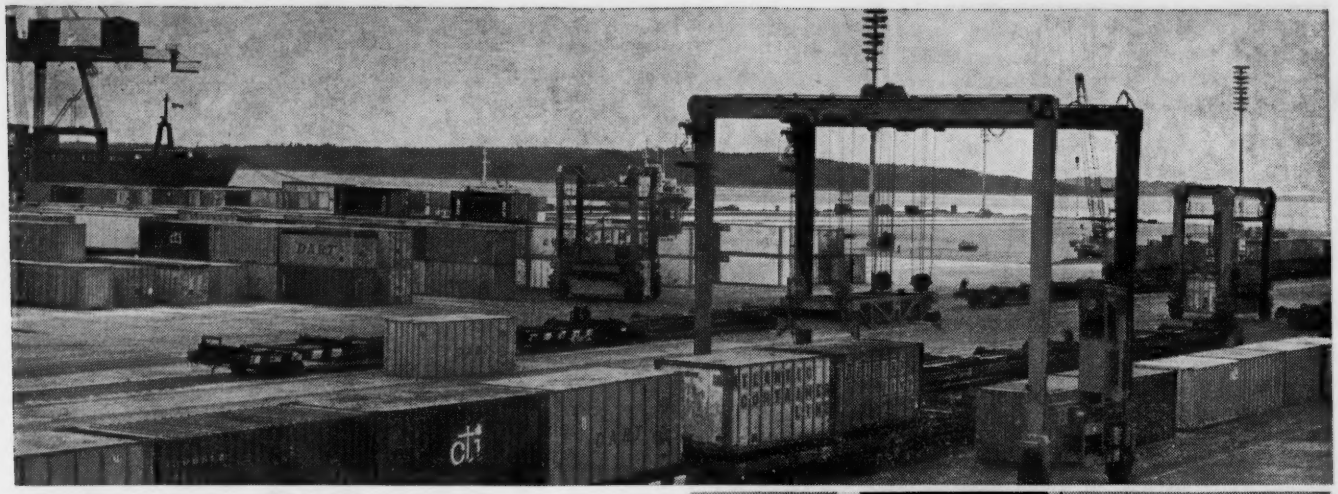
The Atlantic Provinces are now entering a new and more exciting phase of development based on primary resources, secondary industry, and last but not least, geography. It is significant that the Atlantic region occupies one-sixth of the space in a recent review of major projects across Canada. If the $946 million Churchill Falls power development is included, the capital value of the top 15 on going projects exceeds $2 billion. Churchill Falls might be described as the most imaginative hydro power development of all time. When the control gates were closed on July 1, 1971, the Smallwood Reservoir, named appropriately after the remarkable Premier of the province, began to fill to create the third largest manmade body of water in the world. Power will be generated by the first of the 11 475 MW sets early next year. Discussion now is whether to begin development of the Lower Churchill River power potential.

Production from the iron ore mines in Labrador is presently running at 27 million tons a year. The Iron Ore Company of Canada is expanding its production by 12 million tons and an attempt is being made to start up another mine. Elsewhere in Labrador base metal exploration is beginning to turn up interesting possibilities. New uses for strontium chemicals have encouraged the mining of strontium bearing ores in Nova Scotia and a large processing plant has just been completed. Exploitation of other mineral deposits is being examined. Oil refining is not new to the region but it is taking on a new look because of the geographical position and the existence of deep water berthing sites for mammoth tankers. In July the first supertanker arrived at the Gulf Oil refinery at the Strait of Canso Nova Scotia which is just coming on stream, a supertanker terminal has been built at Mispec Point near Saint John New Brunswick to serve the Irving Refinery where expansion is taking place and another terminal is planned at Come-by-Chance to serve the 100,000 barrels per day refinery being built by Procon (GB) Ltd. for the Newfoundland Refining Company Ltd. The container revolution has brought its share of benefits to the Atlantic Coast. Halifax and Saint John no longer wither when the St. Lawrence River opens up. Both ports are vying for container traffic. The Dart Line (British partner Bristol City) and Atlantic Container Line (British partner Cunard) offer weekly services through Halifax and Associated Container Transportation through Saint John. Other container services reach the West Indies and Australia. The result of vast investment in vessels, port, rail, and communications equipment is fast door to door service between British factories and customers as far afield as Chicago and Winnipeg. After less than a year of operation the Halifax terminal is already handling 1,200 containers a week and further expansion is being considered. Secondary industry in the region is promoted and aided by Provincial Government agencies such as Industrial Estates Ltd. in Nova Scotia and the New Brunswick Development Corporation. Grants to assist industry are offered by the Federal Department of Regional Economic Expansion (DREE) which has also allocated large sums to the provinces under Special Areas agreements to help with infra-structure development. Fifty-five DREE grants towards industrial projects totalling $22 million were approved for the four provinces in the first five months of this year. They related to industries as far apart as textiles, shipbuilding, fish processing and metal fabricating. A further illustration of increased activity is in the rise in expenditure on building construction estimated this year at $1,188 millions or 9.9 per cent above 1970.

### . . . and a glimpse at the future

The fate of the Atlantic Provinces is linked inextricably with the sea and the key to their destiny may well lie beneath the Continental Shelf summed up in one word—oil. The eastern coasts contain roughly one-third of Canada's vast shelf area, practically the whole of it, which in size is about twice the land area of the four Provinces, is now covered by Federal Government oil and gas exploration permits. Shell alone holds permits on 47 million acres and AMOCO/Imperial another 39 million. Between 1965 when the first positive indication of oil bearing rock was discovered and 1970, it is estimated that $130 million has been spent on exploration. 1971 expenditure may double this figure. Five of the major oil companies are currently engaged in off-shore exploration from bases established in Nova Scotia, Newfoundland and Prince Edward Island. Speculation was stirred two months ago by a show of gas in a well drilled on Sable

*(continued on next page)*



*Halifax Container Terminal in operation.*

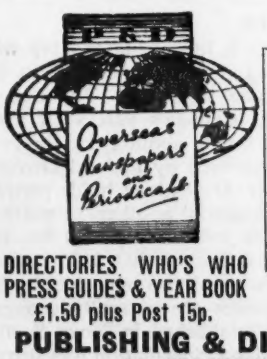
## THE ATLANTIC PROVINCES

*continued*

Island, a sandy tract 175 miles east of Halifax. Five off-shore wells were being drilled at the end of July (Shell has already drilled 19) more than 50 are expected to be drilled by the end of 1972. The provincial authorities have taken on an air of some confidence and there is a tense debate between them and the Federal authorities over royalty rights. As the pace of exploration quickens, more rigs, tugs, service vessels, helicopters and all the instruments, equipment and supplies needed for underwater search will be in demand. A major strike in this strategically placed location will open up an entirely new vista. On another shore, harnessing of the fabled tides of the Bay of Fundy is a speculative but active issue. The scheme, its power potential, and its cost, would dwarf even Churchill Falls. The feasibility of this imaginative project depends on economic rather than technical considerations. Few doubt that eventually it will be started. This year the Nova Scotia Government established a Crown Company, The Tidal Power Corporation, to promote the scheme. A vision of the future then might be oil, gas, chemical industries, power generation, deep-water trans-shipment ports, industrial zones and a burgeoning tourist industry, whichever way the wind may blow the Maritime weather looks brighter than ever before.

### . . . lastly—getting there

Atlantic Canada is at the crossroads not, if one may remove an old impression, at the end of the line curiously inaccessible. There are at present seven flights a week into Halifax from London, five to Newfoundland. Fast modern highways, ferry crossings, and a network of internal air services link all the main business centres. Equally good services exist to onward points in Canada and the USA. More British businessmen are discovering the region, more are welcome.

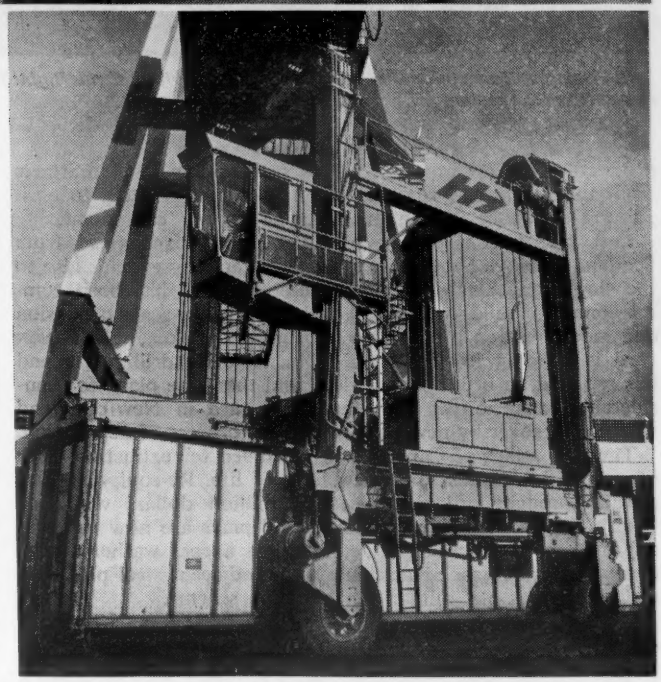




**CANADA**

**Fraser's Canadian Trade Directory.** Lists 30,000 manufacturers, jobbers and manufacturer's agents, with 7,000 product classifications. Over 250,000 listings in 2,000 pages. 1971 edition available in spring. Price $30.00.

**DIRECTORIES, WHO'S WHO PRESS GUIDES & YEAR BOOK**
**£1.50 plus Post 15p.**

**PUBLISHING & DISTRIBUTING CO. LTD.,**
**177, REGENT STREET, LONDON, W.1**
**Tel.: REGent 6534/5 Telex 21206 PUBDISCO**

*One of the fleet of Karricon travel carriers supplied to the Halifax Container Terminal by Rubery Owen & Co. Ltd., Darlaston, Staffs.*

## New container terminal for Halifax, N.S.

THE $14½ million Container Terminal at Halifax, Nova Scotia, is to be opened officially with appropriate celebrations on September 13. The annual Halifax Port Day will be observed the following day.

The container terminal consists of a 55 acre marshalling area and an 1,800 ft. berth equipped with two container gantry cranes, transtainer loaders and Rubery Owen 'Karricon' straddle carriers. It has been operating since the end of 1970 and traffic is at present running at 1,200 containers a week. Regular service to and from Britain is offered by the Dart Container Line and Atlantic Container Line with fast inland rail connections to central Canada. The build up of traffic has been encouraging and extension to the facilities is already being considered.

The terminal is operated by Halterm Ltd., a joint venture of Canadian National Railways, Clarke Traffic Services and Halifax International Containers Ltd. (HALICON). Promotional activity is undertaken by HALICON, a concern set up by the Province of Nova Scotia and the City of Halifax. The provincial authorities are hopeful that formal opening will be attended by representatives of countries associated with the terminal and visitors from North America and overseas concerned with intermodal container transport.

AVIATION and SHIPPING

# Exploration for oil and gas on the Continental Shelf

## Legislation

THE exploration for oil and gas on the UK Continental Shelf is governed by the Petroleum (Production) Act 1934 as applied by the Continental Shelf Act 1964. Under these Acts and the Regulations made thereunder the Secretary of State on behalf of the Crown is empowered to grant licences to search for and get oil and natural gas in designated areas of the Continental Shelf within which, under the Geneva Convention on the Continental Shelf, the UK may exercise its rights to explore and exploit the seabed and sub-soil. The designation of areas is achieved by means of an Order in Council made under the 1964 Act.

## Licences

For licensing purposes the Continental Shelf is divided into 'blocks', each having an area of about 200 to 250 sq. km. (about 80 to 100 sq. miles). There are two types of licences; first, Exploration Licences which can be issued at any time and which permit the holder to carry out exploratory work in all areas not covered by exclusive Production Licences; and, second, Production Licences which can be granted only in respect of applications submitted in response to formal invitations which have been published by the Secretary of State in the Official Gazettes. These latter licences are issued for specific areas and permit the holder to search for and get any gas or petroleum found in the licensed area in return for rental and royalty payments. Three rounds of Production Licences have been awarded in response to applications invited in 1964, 1965 and 1970; and a fourth round is now in progress.

## First round

Applications for the first round of licensing were invited on May 15, 1964. The area for which applications were invited covered about 86,000 sq. miles of the North Sea. In response to this invitation there were 31 applications involving 61 separate corporate bodies and individuals. In granting licences the then Minister of Power was guided by the following five main factors: Firstly, the need to encourage the most rapid and thorough exploration and economical exploitation of the petroleum resources on the Continental Shelf. Secondly, that applicants for licences should be incorporated in the United Kingdom and the profits of the operations be taxable here. Thirdly, in cases where the applicant was a foreign owned concern how far British oil companies received equitable treatment in that country. Fourthly, the programme of work of the applicant and also his ability and resources to implement it. Fifthly, the contribution the applicant had already made or was making towards the development of the resources of the UK Continental Shelf and the development of the UK fuel economy generally. Fifty-three production licences for 348 blocks covering about 32,000 sq. miles were granted to 22 applicants.

## Second round

By the end of July 1965 agreement had been reached with the Governments of Norway, Denmark and the Netherlands on the division of the Continental Shelf in the North Sea, and a median line boundary was established by bilateral Treaties. It was then possible to proceed with further licensing of the important area up to the boundaries. On August 6, 1965, therefore, applications were invited for a second round of Production Licences and the territory offered amounted to about 90,000 sq. miles. As well as the blocks near the agreed boundary line, blocks in the North Sea not taken up on the first round and blocks in the northern area of the North Sea, in the Irish Sea and English Channel and around the Orkneys and Shetland were put on offer. The considerations governing the award of licences were similar to those used for the first round but additional weight was given to proposals for facilitating participation by public enterprise. Twenty-one applications were made, against which 37 licences were granted to 18 companies and groups. The licences comprised 127 blocks covering about 10,000 sq. miles; 500 sq. miles in the Irish Sea and the rest in the North Sea.

## Third round

On September 19, 1969, applications were invited for a third round of licensing. 157 blocks were put on offer in the North Sea and the Irish Sea. The considerations relating to the award of licences were the same as in 1965 for blocks in the North Sea, but in the Irish Sea added emphasis was given to participation in the round by the Gas Council and the NCB. The third round resulted in 34 licences being issued covering 101 blocks, including 14 in the Irish Sea.

## Payment by licensees

Throughout the three rounds licensees were required to pay an initial payment varying from £25 to £30 per sq. km. and were bound by their licences to make periodic payments in subsequent years on rising scales; royalty was fixed at 12½ per cent.

## Surrender of licensed areas

In September 1970 first round licensees were obliged, under the terms of their licences, to surrender not less than half of the area originally licensed. This resulted in the return to the Crown of some 25,000 sq. miles or about 75 per cent of the area originally under licence. Nineteen of the licences were totally surrendered. In November 1971 holders of second round licences will be required to surrender not less than half of the area licensed in 1965.

## Gas discoveries

Since drilling commenced in 1964, 214 exploration or appraisal wells and 134 production wells have been drilled. Five major gas fields have been discovered off the Norfolk, Lincolnshire and Yorkshire coasts. Three of these fields are now in production—West Sole, Hewett and Leman Bank. Four pipelines are in operation, three terminating at Bacton and one at Easington. Production from the other two fields—Indefatigable and Viking—is expected to commence towards the end of 1971 and in 1972 respectively. The gas from Viking will be brought ashore to a new terminal being constructed near the coast at Theddlethorpe, Lincolnshire. The average daily production of North Sea gas during the past 12 months has been about 1,450 million cubic feet and in the second quarter of this year the intake of natural gas from the North Sea was equivalent to nearly 90 per cent of the total gas available. The latest estimate of recoverable reserves is about 32 trillion cubic feet, sufficient to sustain a rate of production of at least 4,000 m. c. f. d. by the mid 1970s.

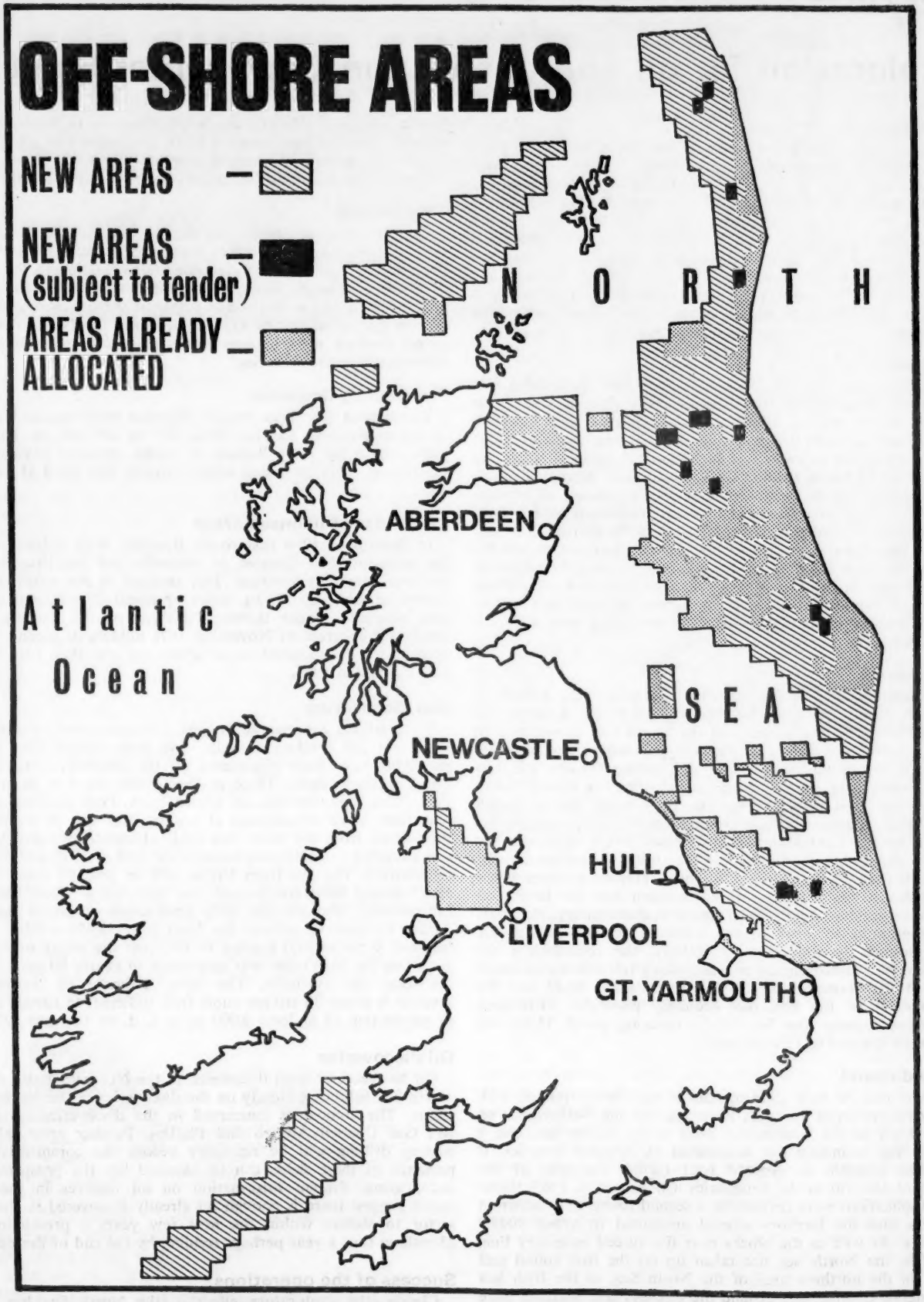
## Oil discoveries

Oil has recently been discovered in the Northern Basin of the North Sea following closely on the discoveries in the Norwegian sector. The companies concerned in the discoveries are Shell, BP, Gas Council/Amoco and Phillips. Further appraisal and outstep drilling will be necessary before the commercial importance of these fields can be assessed but the prospects are encouraging. Present information on oil reserves in the UK sector suggest there is enough oil already discovered in the UK sector to sustain within the next few years a production of 25 million tons a year perhaps trebling by the end of the decade.

## Success of the operations

Clearly, the exploratory effort in the North Sea has been singularly successful and the gas (and soon oil) coming ashore

*(continued on page 435)*


OFF-SHORE AREAS
NEW AREAS
NEW AREAS (subject to tender)
AREAS ALREADY ALLOCATED
N O R T H
SEA
Atlantic Ocean
ABERDEEN
NEWCASTLE
HULL
LIVERPOOL
GT. YARMOUTH

## THE CONTINENTAL SHELF

*continued*

is making a not insignificant contribution to our fuel economy and to our balance of payments.

### Fourth round

In the light of these discoveries and to keep up the momentum of progress the latest invitation for applications for production licences was issued on June 22. This was in respect of 436 blocks or groups of blocks in areas off the Scottish Coast, in the North Sea, the Irish Sea and in the Western Approaches. (A map showing the areas already allocated and the new areas offered can be found on page 434.) Applications had to be made before noon on August 20. The considerations governing the award of licences were the same as those used for the first round. Royalties and other financial terms except for a limited increase in the initial payment were also unchanged. It was, however, decided for the first time and on a limited experimental basis to offer 15 blocks for allocation by competitive tender.

### Tender bids

An announcement was made on August 20, 1971, at on opening of tenders in the presence of representatives of applicants, giving details of the bids received in response to the invitation in *London Gazette* of June 22 for 15 selected blocks in the North Sea.

A total of 78 bids were received from 31 companies or groups of companies. Some 73 companies in all were involved in tendering.

The highest bid received for each block and the value by sq. km. was as follows:

| Block | Value | Value by sq. km. | Company or group of companies |
|---|---|---|---|
| 3/18 | £51,000 | £249 | Total Oil Marine Ltd.; Elf Oil Exploration and Production (UK) Ltd.; Aquitaine Oil (UK) Ltd.; Pict Petroleum Limited; R.I.T. Exploration Ltd.; City Zenith Ltd.; Envoy Investments Ltd.; Elpinedene Ltd.; Cawoods Holdings Ltd.; National Westminster Bank Ltd.; The Delta Metal Company Ltd.; Krissel Ltd.; Rhodanna Ltd. |
| 9/13 | £6,316,201.99 | £30,112 | Mobil Producing North Sea Ltd.; Amerada Exploration Ltd.; Texas Eastern (UK) Ltd.; The Gas Council |
| 14/30 | £933,000 | £4,261 | Total Oil Marine Ltd.; Elf Oil Exploration and Production (UK) Ltd.; Aquitaine Oil (UK) Ltd.; R.I.T. Exploration Ltd.; City Zenith Ltd.; Envoy Investments Ltd.; Elpindene Ltd.; Cawoods Holdings Ltd.; National Westminster Bank Ltd.; Delta Metal Co. Ltd.; Krissel Ltd.; Rhodanna Ltd. |
| 15/23 | £1,129,370 | £5,182 | Texaco North Sea UK Limited |
| 15/24 | £671,005 | £3,079 | Hamilton Brothers Oil Company (Great Britain) Ltd.; Hamilton Brothers Petroleum (UK) Ltd.; The Rio Tinto-Zinc Corporation Ltd.; Blackfriars Oil Co. Ltd.; The Trans-European Co. Ltd. |
| 15/26 | £3,381,338 | £15,442 | Deminex (London) Ltd.; (jointly with BP Petroleum Development Limited) |
| 16/27 | £637,666 | £2,912 | Phillips Petroleum Exploration UK Ltd.; Agip (UK) Ltd.; Fina Exploration Ltd.; Century Power and Light Ltd.; Halkyn District United Mines Ltd.; Oil Exploration Ltd. |
| 21/7 | £4,800 | £21 | Chieftain Exploration (UK) Ltd. |
| 21/14 | £3,200 | £14 | Chieftain Exploration (UK) Ltd. |
| 30/22 | £1,051,752 | £4,573 | Texas Eastern (UK) Ltd.; The Gas Council; Amoco UK Petroleum Ltd.; Amerada Exploration Ltd. |
| 30/28 | £1,500,156 | £6,494 | Conoco Ltd.; National Coal Board (Exploration) Ltd.; Gulf Oil (Great Britain) Ltd. |
| 48/12 + 48 13b | £8,000 | £21 | Chieftain Exploration (UK) Ltd. |
| 48/15 | £425,164 | £1,731 | Conoco Ltd.; National Coal Board (Exploration) Ltd. |
| 211/17 | £51,000 | £257 | Total Oil Marine Ltd.; Elf Oil Exploration and Production (UK) Ltd.; Aquitaine Oil (UK) Ltd.; Pict Petroleum Ltd.; R.I.T. Exploration Ltd.; City Zenith Ltd.; Envoy Investments Ltd.; Elpindene Ltd.; Cawoods Holdings Ltd.; National Westminster Bank Ltd.; Delta Metal Co. Ltd.; Krissel Ltd.; Rhodanna Ltd. |
| 211/21 | £21,050,001 | £105,317 | Shell UK Ltd.; Esso Petroleum Co. Ltd. |

The total value of the highest bids was £37,213,653.99. Amounts tendered are payable in addition to normal licence payments. All the highest bids have been accepted.

### Other applications

Ninety-two applications were also received on August 20, 1971, in respect of 271 of the other 421 blocks. In many cases these were from groups of applicants, and 228 corporate bodies were named in the applications. Scrutiny of these applications is now being undertaken and awards will be announced later.

## Safety on offshore installations

### Present arrangements

Under the terms of existing licences, licensees are required at all times to comply with safety instructions given by the Secretary of State. Safety instructions include observance of provisions of a Code of Safe Practice and other detailed requirements. Technical staff of the Department carry out regular inspections

### Statutory safety provisions

The Tribunal of Inquiry into the loss of the 'Sea Gem' (Cmnd. 3409) recommended that a statutory code of safe practice supported by credible sanctions should be applicable to structures on the UK Continental Shelf. This recommendation has now been implemented by the Mineral Workings (Offshore Installations) Act, which received the Royal Assent on July 27, 1971.

### Scope of the new Safety Act

The new Act will apply to all fixed and moveable oil and gas drilling and production platforms and any other mineral working installations used in waters around the UK including the UK Continental Shelf; it provides for the safety, health and welfare of persons on such installations and for the safety of such installations and the operations carried out on or near them.

### Summary of provisions

The statutory provisions include the registration of installations and their certification as fit for use; appointment of installation managers in charge of safety on board; statutory safety regulations, statutory inspections, the reporting of accidents; inquiries into casualties, the registration of deaths, application of the existing law of the UK and other necessary legal provisions.

### Regulations

As soon as regulations have been made all licensees will have to comply with the new statutory provisions. The Act requires the Secretary of State to consult with organisations representing all persons who will be affected by the regulations. It is intended to start these consultations as quickly as possible and it is hoped to have the first regulations published early in 1972.

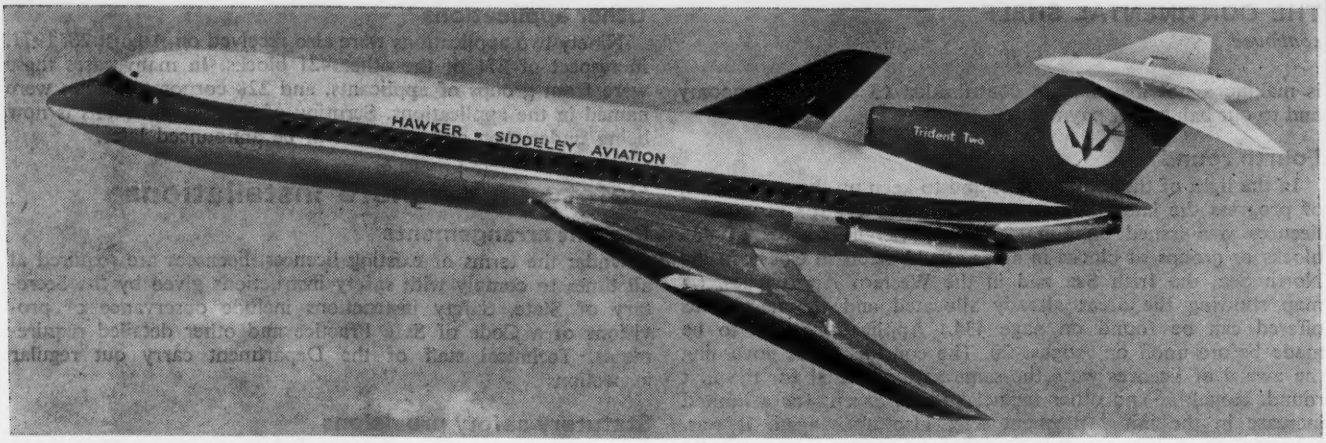
## Trawler support ship 'Miranda'

THE Department of Trade and Industry trawler support ship 'Miranda' left Hull on August 25 for a tour of duty of about six weeks in support of the British trawler fleet on their fishing grounds in northern waters. Close links are being maintained with the fishing industry to enable 'Miranda' to plan her detailed itinerary in relation to the movements of the fishing fleet. At present the majority of trawlers are fishing off south east Iceland.

During this summer voyage 'Miranda' will be commanded in turn by the officers who shared this duty for the vessel's winter service off north west Iceland. They are Captain R. K. N. Emden and Commander C. P. Adama. The medical officer for the whole of the voyage will be doctor Robert Scott of Harrogate who now has experience of three winters as a trawler support doctor.

The 'Miranda' will maintain twice daily contact with the trawler through the industry's control vessels but no 'round-up' will be carried out as in the winter operations. Nor in the circumstances of a summer voyage will special weather advice be needed. 'Miranda' will be equipped to offer some measure of technical assistance to trawlers.

At the end of the summer voyage 'Miranda' will return to Hull to complete the preparations necessary to carry out her winter duty as a weather advisory ship from December 1.




*Hawker Siddeley have signed a contract to supply six Trident 2E aircraft (as illustrated) to the People's Republic of China. Deliveries will be over the next two years. The value of the contract with spares is about £20 million. The Trident 2E is the latest, longer-range version of the Trident family of tri-jet airliners and is capable of flying stages of over 2,500 statute miles with a full passenger payload. Powered by Rolls-Royce Spey engines, each of 12,000 lb. thrust, the Trident has a cruising speed of over 600 m.p.h.*

## Survey of marine traffic in the Dover Strait

AS PART of a continuing series of marine traffic surveys the National Physical Laboratory, Department of Trade and Industry, carried out a 48-hour survey of traffic in the Dover Strait from April 27-29. An analysis of the results is now available.

A continuous radar watch was kept from St. Margarets at Cliffe over an area bounded by Folkestone and Deal on the English coast, and by Calais and Cap Gris Nez on the French coast. Two patrolling vessels were used to make positive identifications during daylight hours.

The radar count totalled 724 vessels (362 per day), of which nearly one-fifth was traffic crossing the Channel. More than half of the 588 vessels passing through the Dover Strait were positively identified.

Two hundred and twelve vessels were seen to be travelling in the westbound lane of the traffic separation scheme of which 20 (9½ per cent) were heading north-eastwards against the recommended direction of traffic flow. Of the 176 vessels seen travelling in the eastbound lane, eight (5 per cent) were travelling south-westwards against the recommended direction.

One hundred and seventy-five vessels (24 per cent of the total) used the English inshore zone, but only 25 vessels (4 per cent of the total) travelled within six miles of the French coast.

During the early part of the summer further surveys were made from the Department's trawler support ship 'Miranda' at three different locations in the Channel. Each survey lasted for a week, and it will take some time to analyse the large quantity of information collected.

The present series of traffic surveys, the first of their kind, will provide a sound basis for the Government's consideration of a possible Channel navigation service.

### Notes

Copies of the NPL Report (Mar Sci Report 2-71, July 1971) can be obtained from: The Officer in Charge, Department of Trade and Industry, National Physical Laboratory, Division of Maritime Science, St. John's Street, Hythe, Southampton SO4 6YS.

The first NPL traffic survey took place off Dungeness at the end of February. A final report of the exercise is being prepared and should be available within a few weeks.

The results of the surveys from the trawler support ship 'Miranda' will take some three months to process; a report will be available in due course.

Mr. Anthony Grant described the measures which the Government is taking to improve navigation in the English Channel during an Adjournment Debate in the House of Commons on July 28, 1971 (*Hansard*, Col. 742—English Channel (Shipping Control)).

*CAFU, the Department of Trade and Industry's Civil Aviation Flying Unit based at Stansted Airport in Essex, has moved into a new Secometric two-storey building manufactured by Essex Stonecrafts Ltd. Costing £162,000 and providing an administration centre and telecommunications laboratory—the structure was completed and ready for occupation in only 39 weeks from access to site. Designer and supervising officer was Mr. J. C. Wetherall, ARICS, AIAS, and the main contractors were J. & J. Dean (Civil Engineering) Ltd. of Harlow.*

**AN EXCLUSIVE, RELIABLE, PROMPT TRANSLATION SERVICE IN THE MIDLANDS!**
**Technical, Legal and Commercial Translations by Experts**
**THE DUPLOYEN INSTITUTE**
**Established in 1870 by the late Dr. Gustave H. Duployé**
**Separate department for the most intensive tuition. All languages. Special classes for the Directors and the other busy Executives organised at the firm's premises and at our Head Office:—**
**27 WATERLOO STREET, BIRMINGHAM, B2 5TJ, Tel.: 021-236 5431**

*Mr. Frederick Corfield, Minister for Aerospace, visited Scottish Aviation at Prestwick Airport on August 19. During his tour of the factory he saw production of Lockheed Hercules fuselage panels for delivery to the United States and the extensive aero-engine production and overhaul lines including the manufacture of components for the Rolls-Royce engine used in the Harrier Jump Jet. He also inspected the Bulldog production line and saw aircraft in manufacture for Sweden, Kenya and Malaysia. Picture shows (left to right): Mr. Corfield; Mr. J. R. Woods, works director and Mr. W. Thomson, production co-ordinator (aircraft).*

## Concorde 001 to visit South America

CONCORDE prototype 001 is to visit South America in September as part of its flight development and sales promotion programmes. The visit has been arranged by British Aircraft Corporation and Aerospatiale with the agreement of the British and French Governments. It will permit continuation of the performance test and long-range flying, in the context of commercial airports, which began with Concorde's first inter-continental flight to Dakar last May.

BAC and Aerospatiale consider that South America, whose communications with Europe attracted the early efforts of aviation pioneers and will be considerably shortened by supersonic services, is an area particularly suitable for this new phase in the progress of commercial aviation.

## RB 211 contract

LOCKHEED Aircraft Corporation and Rolls-Royce (1971) Ltd. have requested a further extension, to September 8, of the date by which the conditions for the effectiveness of their RB 211 engine contract have to be met. This will allow time for them to negotiate final terms with the airline customers for the TriStar and for the US Administration to complete arrangements for the US Government loan guarantee; both of which are among the conditions laid down by the contract. The British Government has agreed to the extension requested.

## UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at either the Regional Office covering their area or Export House, 50 Ludgate Hill, London EC4M 7HU). The DTI in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business. Apart from the businessman's name and his firm's, DTI needs to know the general purpose of the visit; details of his itinerary—places to be visited and dates as nearly as possible; names and addresses of local agents; type of contacts and introductions the businessman would like arranged in advance; and any other information considered helpful. This information should, where possible, be accompanied by appropriate trade literature.


# Industrial Relations

*Industrial Relations Law is the legal background of the daily work of trades union officials and personnel departments. It is taking an increasing share of lawyers' practices.*

*To meet this need, Sweet & Maxwell are publishing this autumn three important new books.*

## The Law of Redundancy

**by Cyril Grunfeld**

The Redundancy Payments Act 1965 marked the first major step towards the creation of a modern labour code and presents many problems. This book analyses these difficulties and considers some 600 reported decisions of the tribunals and appellate courts. It provides a comprehensive analysis of the law of redundancy contained in the principal Acts.

**Now ready** **£5 net Postage 15p**

## A Guide to the Industrial Relations Act

**by C. G. Heath**

This book will contain the new Act and draft Code of Industrial Relations Practice. It is a guide to all the provisions of the Act, particularly those governing trades unions and the trades union/employer relationship. Of particular use will be the tables showing procedures under the Act.

**Ready shortly** **£3 net Postage 15p**

## Individual Employment Law

**by B. A. Hepple and P. O'Higgins,** with advisory editors from Industry.

The Law affecting the individual employment relationship is broader than the new Act, though much affected by it. There are over 70 Acts of Parliament and much subordinate legislation directly affecting the employment relationship. This new book will give a systematic integrated view of Common Law and statutory duties and amongst other matters will cover unfair dismissal, minimum periods of notice and written particulars of employment terms, all of which will be affected by the new Act. It will also examine some of the new and difficult problems, such as the effect of strike notice on the individual contract and the legal enforcement of the terms of collective agreements.

**Ready shortly** **About £2 net (paperback)**
**£3 net (bound)**

## Sweet & Maxwell

Mail Orders: North Way, Andover, Hants.
Bookshop: 23 Chancery Lane, London WC2A 1LS.

# Government surplus sales

## MINISTRY OF DEFENCE

**September 7, 1971 Miscellaneous Stores**

**Location: Regional Depot, Ordnance Support Unit, RAOC, Barlow, Nr. Selby, Yorks.**

**Auctioneers: Bartle & Son (Dept. L), 52 Merrion Street, Leeds LS2 8JH, Yorks. (Tel. 0432 20898)**

Diesel and electric fork lift trucks; lathes; radial and pillar drills; cylinder bench and post tool grinders; guillotine and shearing machines; engraving machine; planning and thicknessing machines; sawing machines; welding equipment; test rig; Coles crane parts; spraying machines; pressure washers; trailer fire pump; charging sets; pneumatic tools; fire fighting equipment; cable; tyres; electrical, signal and wireless equipment; vehicle spares; tool kits and hand tools; hydraulic and screw jacks; household and kitchen equipment; aluminium ladders and steps; ironmongery; plastic sheets 160 ft. × 90 ft.; electric fires and irons; watches; compasses, etc.; tents; canvas; carpets; curtains; kit bags; camp equipment; blankets; sheets; blue and khaki overcoats; battledress; raincoats; rubber knee boots; chairs; tables; wardrobes; chests of drawers; desks; beds, etc.; large quantities of miscellaneous stores.

**September 14, 1971 Plant and Equipment, Clothing and Miscellaneous Stores**

**Location: Central Ordnance Depot, Bicester, Oxon.**

**Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon OX6 7AL. (Tel. 08692 2073)**

Hillman Husky Utility; Bedford 3-ton tipping lorry; workshop trailer; Caterpillar D8 bulldozer; 10 cwt. and 2½-ton road rollers; agricultural tractors; loading shovels; fork lift trucks; steam derrick; pile hammer; hoists; dumpers; concrete mixers; compressors; welding set; delivery and suction hose; hose reel assemblies; hose ramps; gunmetal delivery valves; fire extinguishers; buckets; trailer fire pumps; a few machine tools; screw jacks; ratchet jacks; lifting chains; sledge hammers; theodolites; micrometers; oscillographs; oscilloscopes; electrical spares; parachute supply drop equipment; tyres, inner tubes, etc., clothing and textiles including, blue greatcoats, blue dungaree overalls; blue battledress trousers and blouses; firemen's caps; rubberised leggings; tunics; jackets; mackintoshes; shirts; vests; haversacks; webbing straps; pannier harness; plastic sheets 160 ft. × 90 ft.; furniture including, chairs; tables; sideboards; dressing chests; carpets; kitchen equipment, etc., and large quantity of miscellaneous items.

**September 22-23, 1971 Miscellaneous Stores**

**Location: Ordnance Storage and Disposal Depot, Branston, Staffs.**

**Auctioneers: Arnold & Son (Dept. L), 'Modwena', 13 Market Place, Burton upon Trent, Staffs. (Tel. 0283 64657)**

Large quantity of surplus clothing; textiles; furniture; wooden boxes of various sizes including aero engine cases; bogie trucks; warehouse trucks; ball and roller bearings; mine detectors; machine tools including, capstan and centre lathes; engraving machines; welding units; topping, buffing, polishing, marker machines; bench fly press; grinding machines, etc.; large quantities of miscellaneous stores.

**September 29-30, 1971 Commercial, Heavy Duty and other Vehicles**

**Location: Ordnance Storage and Disposal Depot, Ruddington, Notts.**

**Auctioneers: Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 0602 54272)**

Various tractors; tippers; cranes; dumpers; loading shovels; drop-side trucks; signal and office vans; utility vans; estate cars; fork lift trucks; Ford, Morris, Vauxhall, Hillman and other makes of saloon cars; motor cycles, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 5p (postal order only).

## DEPARTMENT OF THE ENVIRONMENT

**September 7, 1971**

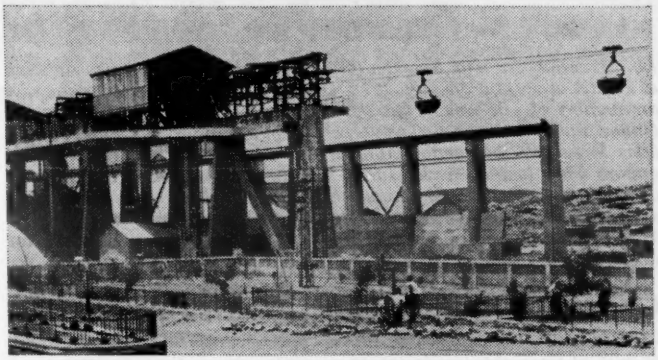
**Location: Department of the Environment Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex. (Tel. 01-902 4482)**

**Auctioneers: Messrs. Fuller Horsey, Sons and Cassell, 10 Lloyds Avenue, Fenchurch Street, London EC3N 3BJ. (Tel. 01-709 0101)**

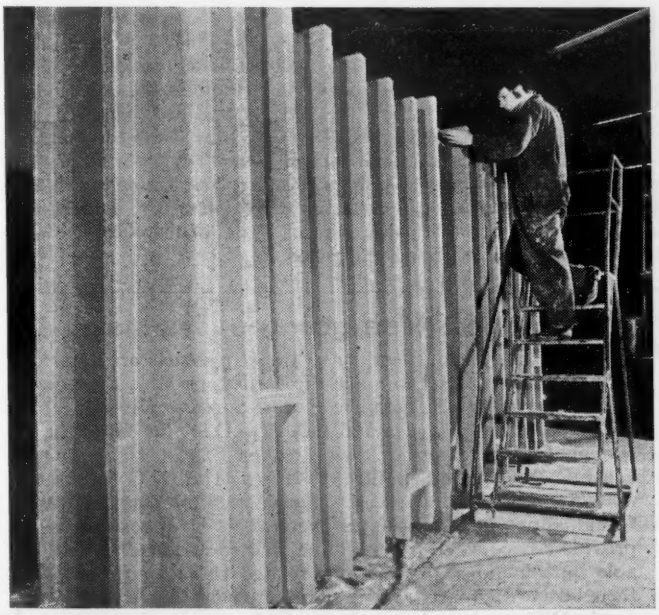
Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.

Catalogues: price 5p direct from auctioneer.

View days: day preceding and morning of sale.



*British Ropeway Engineering Co., Ltd., of Sevenoaks, Kent, have recently completed for the United Provinces Cement Works at Mirzapur, India, a 6,350-ft.-long aerial ropeway which enables the works to move 400 metric tons per hour of crushed limestone. The contract, valued at £275,000, provides for automatic loading and unloading of the limestone and the ropeway is driven by a 150 h.p. motor transporting the buckets at a speed of 800 ft./min. Each bucket carries a load of 3,528 lb. The main feature of the 436 ft. unloading station (shown here) is the long discharge gantry where the limestone is automatically discharged at selected points.*



*Finishing one of two bund tanks constructed in Keeglas, glass reinforced plastic, at the Greenhithe works of A.P.V.—Kestner Ltd. The tanks are designed for supporting acid oil splitting vats, also manufactured in Keeglas, at an elevated level. The weight to be supported is in the region of 30 tons. The complete storage system including tanks, pipework and heater units, all supplied by Kestner, is for an edible oil factory in Sweden. The plant will be handling sulphuric acid at temperatures above 100°C.*

# STATISTICS

# Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*


| Title | Last published |
|---|---|
| Air transport: | |
| Aircraft noise at Heathrow and Gatwick airports (Q) | July 22, 1971 |
| Air miss reports (A) | April 1, 1970 |
| Mileage and traffic (A) | April 29, 1970 |
| Trade by air (6-M) | Mar. 24, 1971 |
| Balance of payments: | |
| Civil aviation (Q) | Oct. 28, 1970 |
| Trends in invisible transactions (Q) | June 23, 1971 |
| UK balance of payments (Q) | June 16, 1971 |
| Bankruptcy orders (Q) | May 5, 1971 |
| Business names registered (A) | Jan. 27, 1971 |
| Capital expenditure: | |
| Distributive and service trades (A) | April 28, 1971 |
| Industry's capital expenditure (Q) | July 15, 1971 |
| Catering trades turnover (M) | Aug. 19, 1971 |
| Chemicals industry (Q) | Aug. 26, 1971 |
| Companies: | |
| Acquisitions and mergers (Q) | Aug. 26, 1971 |
| New companies registered: | |
| Gt. Britain (M) | Aug. 19, 1971 |
| N. Ireland (M) | This week |
| Computers: | |
| UK computer market (Q) | Aug. 19, 1971 |
| Construction work overseas (A) | Aug. 26, 1971 |
| Credit: | |
| Instalment credit business (M) | Aug. 12, 1971 |
| International trade credit (A) | April 14, 1971 |
| ECGD business (Q) | June 9, 1971 |
| Electronics capital equipment deliveries, research and development (Q) | Aug. 26, 1971 |
| Engineering and electrical goods: | |
| Deliveries and orders (M) | Aug. 26, 1971 |
| Film industry: | |
| British Film Fund Agency returns (M) | Aug. 12, 1971 |
| Cinema admissions and takings (M) | Aug. 5, 1971 |
| Overseas payments and earnings (A) | Aug. 5, 1971 |
| Registration of films (A) | Feb. 24, 1971 |
| Trends in film going (A) | Aug. 19, 1971 |
| Food: | |
| Consumption levels (6-M) | July 15, 1971 |
| Household consumption (Q) | July 15, 1971 |
| Footwear industry production, orders and deliveries (M) | This week |
| Foreign trade: | |
| EFTA trade (Q) | June 16, 1971 |
| Industrial countries trade and production (Q) | Aug. 5, 1971 |
| World exports of manufacturers (A) | Sept. 30, 1970 |
| Foreign trade of the UK: | |
| Direct exports (A) | April 14, 1971 |
| Unit value and volume index nos. (M) | Aug. 12, 1971 |
| Value of overseas trade (M) | Aug. 19, 1971 |
| Value of overseas trade: analysis of trends (Q) | Aug. 5, 1971 |
| Gold and convertible currency reserves (M) | Aug. 12, 1971 |
| Hairdressing trades turnover (M) | Aug. 19, 1971 |
| Hire purchase business (M) | Aug. 12, 1971 |
| Industrial building (Q) | July 29, 1971 |
| Industrial development certificates refused (A) | July 15, 1971 |
| Industrial production: | |
| Index nos. (M) | Aug. 19, 1971 |
| Industrial production: | |
| N. Ireland index (M) | July 29, 1971 |
| Wales index (Q) | June 30, 1971 |
| Insurance companies assets (A) | Aug. 12, 1971 |
| Investment: | |
| Book values of overseas direct investments (every 3 years) | Sept. 23, 1970 |
| Industry's investment intentions (3 times a year) | June 16, 1971 |
| Investment and earnings overseas (A) | April 7, 1971 |
| Laundries and dry cleaners turnover (M) | Aug. 19, 1971 |
| Machine tools deliveries and orders (Q) | June 30, 1971 |
| Man-made fibres: | |
| Analysis of production (Q) | Aug. 12, 1971 |
| Deliveries (Q) | Aug. 12, 1971 |
| Production (M) | Aug. 12, 1971 |
| Volume of production (M) | Aug. 12, 1971 |
| Motor industry: | |
| Car and commercial vehicle production (M) | This week |
| Motor trades turnover (M) | Aug. 19, 1971 |
| Office development permits (Q) | This week |
| Partnerships registered (A) | Jan. 27, 1971 |
| Pension funds: assets (A) | Aug. 26, 1971 |
| Retail prices index (M) | Aug. 26, 1971 |
| Retail trades: | |
| Index nos. (M) | Aug. 12, 1971 |
| N. Ireland index (M) | Aug. 19, 1971 |
| Royalty transactions (A) | Mar. 31, 1971 |
| Shipping: | |
| Nationality of vessels in UK sea-borne trade (A) | Feb. 10, 1971 |
| Steel consumption (Q) | Aug. 19, 1971 |
| Stocks: | |
| Distributive and service trades (A) | April 28, 1971 |
| Industry's stocks (Q) | July 15, 1971 |
| Retail (M) | Aug. 19, 1971 |
| Television: | |
| Overseas payments and earnings (A) | Aug. 5, 1971 |
| Textiles: | |
| Clothing and textile orders and deliveries (M) | Aug. 12, 1971 |
| Cotton production (M) | July 29, 1971 |
| Hosiery production (M) | Aug. 19, 1971 |
| Wholesale houses sales (M) | Aug. 19, 1971 |
| Wool exports (Q) | June 23, 1971 |
| Wool output (M) | July 29, 1971 |
| Tourism: | |
| International tourism (A) | Sept. 23, 1970 |
| UK tourist traffic (M) | Aug. 12, 1971 |
| Wholesale prices: | |
| Average prices of selected commodities (A) | Feb. 24, 1971 |
| Index nos. (M) | Aug. 19, 1971 |


## Dept. of Trade and Industry organisation, etc.


| Subjects | Last published |
|---|---|
| British commercial representatives overseas | June 30, 1971 |
| Business Monitor titles | Aug. 26, 1971 |
| Customs notices of interest to exporters | This week |
| Directory of DTI (formerly BOT) departments and their work | April 8, 1970 |
| DTI addresses (former BOT offices) | Mar. 3, 1971 |
| DTI Regional Directors | Mar. 3, 1971 |
| ECGD local offices | June 16, 1971 |
| Index Jan.-Mar. 1971 | May 26, 1971 |
| Official receivers offices | May 20, 1970 |
| Programme of trade promotions | July 22, 1971 |
| Release dates of economic statistics | Aug. 26, 1971 |

# The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

**SYMBOLS USED IN ALL STATISTICAL TABLES—**

.. not available
~ nil or less than half the final digit shown
p provisional
r revised
• five week period
Ø fifty-three week period

| | Gross Domestic Product (Expenditure estimates) | Index of Industrial Production | Consumers' Income and Expenditure | | | | Fixed Capital Expenditure | | | | | Increase in Stocks | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Personal disposable income | Total consumers' expenditure | | Retail sales | Total | Selected Components | | | | Total | Selected Components | | |
| | | | | | | | | Manufacturing industry | Distributive and service industries | Dwellings | Public sector excluding dwellings | | Manufacturing industry | Wholesalers | Retailers |
| | at 1963 prices | | at current prices | | at 1963 prices | at 1966 prices | at 1963 prices | | | | | at 1963 prices | | | |
| Base of index £m. in base year | 1963<br>26,758 | 1963 | 1963<br>21,758 | 1963<br>20,087 | 1963<br>20,087 | 1966<br>11,372 | 1963<br>4,907 | 1963<br>1,070 | 1963<br>994 | 1963<br>944 | 1963<br>1,752 | Series in £ million | | | |
| 1965 | 108 | 111.7 | 115 | 114 | 106 | .. | 121 | 124 | 119 | 127 | 117 | 385 | 263 | 47 | 31 |
| 1966 | 110 | 113.2 | 122 | 121 | 108 | 100.0 | 124 | 128 | 115 | 128 | 125 | 254 | 143 | 25 | 17 |
| 1967 | 112 | 113.9 | 127 | 126 | 110 | 101.4 | 133 | 124 | 122 | 138 | 142 | 184 | −37 | 13 | 22 |
| 1968 | 116 | 119.8 | 135 | 135 | 112 | 103.6 | 140 | 130 | 144 | 145 | 142 | 157 | 23 | 75 | 41 |
| 1969 | 118 | 122.9 | 143 | 143 | 113 | 103.0 | 136 | 140 | 148 | 130 | 131 | 357 | 232 | 26 | 27 |
| 1970 | 120 | 124.1 | 156 | 155 | 116 | 104.2 | 139 | 152 | 157 | 117 | 136 | 344 | 214 | 42 | 51 |
| 1969 2nd qtr | 118 | 123.1 | 142 | 142 | 113 | 103.7 | 135 | 141 | 147 | 130 | 129 | 84 | 43 | 2 | 1 |
| 3rd qtr | 119 | 123.2 | 144 | 144 | 113 | 103.2 | 138 | 146 | 155 | 130 | 130 | 51 | — | 8 | 8 |
| 4th qtr | 120 | 123.3 | 147 | 147 | 114 | 102.9 | 138 | 146 | 153 | 126 | 131 | 126 | 84 | 10 | 13 |
| 1970 1st qtr | 117 | 123.8 | 149 | 148 | 114 | 103.3 | 133 | 144 | 144 | 112 | 133 | −31 | 32 | −5 | −41 |
| 2nd qtr | 120 | 123.5 | 155 | 153 | 116 | 104.2 | 142 | 153 | 163 | 118 | 137 | 106 | 55 | 11 | 21 |
| 3rd qtr | 120 | 124.3 | 159 | 158 | 117 | 104.6 | 139 | 154 | 156 | 119 | 133 | 117 | 40 | 6 | 12 |
| 4th qtr | 122 | 124.6 | 163 | 161 | 118 | 104.7 | 122 | 157 | 167 | 119 | 139 | 152 | 87 | 31 | 60 |
| 1971 1st qtr | 116 | 124.4 | 164 | 161 | 116 | 101.9 | 137 | 145 | 145 | 114 | 148 | 43 | 67 | — | −75 |
| 2nd qtr | | 126.5 p | | | | 104.3 | | | | | | | | | |
| 1970 Dec | | 125.0 | | | | 104.9 | | | | | | | | | |
| 1971 Jan | | 126.8 | | | | 102.7 | | | | | | | | | |
| Feb | | 123.8 | | | | 99.7 | | | | | | | | | |
| Mar | | 122.7 | | | | 103.0 | | | | | | | | | |
| Apr | | 126.1 | | | | 104.7 | | | | | | | | | |
| May | | 126.4 p | | | | 104.9 | | | | | | | | | |
| Jun | | 127.0 p | | | | 103.4 | | | | | | | | | |

| | Orders | Prices and Costs | | | | | Labour | | | Trade (§) | | Balance of Payments current balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Engineering and electrical goods† orders on hand (end period) | Retail prices Index | | Wholesale price index: non-food manufacturing industry | | Basic hourly wage rates (all industries and services) | Wholly unemployed excluding school leavers | Unfilled vacancies for adults | Civil employment | Imports(‖) | Exports(¶) | |
| | at 1963 prices | Index‡ | % increase on year earlier | Basic materials and fuel used‡ | Manufactured products: home sales‡ | | Mid-month or monthly average | | Quarter or quarterly average | at current prices | | |
| Base of index £m in base year | Dec. 1963 | 16 Jan. 1962 | | 1963 | 1963 | 31 Jan. 1956 | Series in thousands | | | 1963<br>4,362 | 1963<br>4,282 | Series in £ million |
| 1965 | 119 | 112.1 | *4.8* | 106.8 | 104.6 | 157.9 | 308 | 265 | 24,784 | 116 | 112 | −77 |
| 1966 | 115 | 116.5 | *3.9* | 110.2 | 107.3 | 168.5 | 323 | 255 | 24,835 | 120 | 121 | 55 |
| 1967 | 106 | 119.4 | *2.5* | 108.4 | 108.2 | 175.3 | 512 | 174 | 24,476 | 130 | 120 | −297 |
| 1968 | 106 | 125.0 | *4.7* | 120.5 | 112.4 | 187.3 | 541 | 188 | 24,331 | 159 | 146 | −306 |
| 1969 | 117 | 131.8 | *5.4* | 125.0 | 115.9 | 197.4 | 535 | 200 | 24,304 | 165 | 165 | 437 |
| 1970 | 125 | 140.2 | *6.4* | 128.5 | 124.6 | 217.7 | 574 | 186 | 24,135 | 181 | 184 | 621 |
| 1969 2nd qtr | 113 | 131.8 | *5.4* | 124.2 | 115.1 | 195.6 | 519 | 202 | 24,332 | 165 | 163 | 99 |
| 3rd qtr | 115 | 132.0 | *5.0* | 126.1 | 116.5 | 197.8 | 547 | 200 | 24,285 | 165 | 171 | 166 |
| 4th qtr | 117 | 133.7 | *5.1* | 127.3 | 118.0 | 201.6 | 544 | 199 | 24,249 | 169 | 172 | 162 |
| 1970 1st qtr | 118 | 136.2 | *5.0* | 130.1 | 120.6 | 209.0 | 561 | 192 | 24,275 | 171 | 180 | 218 |
| 2nd qtr | 122 | 139.5 | *5.8* | 129.2 | 123.6 | 214.0 | 563 | 187 | 24,138 | 183 | 183 | 147 |
| 3rd qtr | 123 | 141.1 | *6.9* | 126.9 | 125.7 | 219.5 | 592 | 185 | 24,072 | 178 | 175 | 77 |
| 4th qtr | 125 | 144.0 | *7.7* | 127.8 | 128.4 | 228.3 | 581 | 177 | 24,054 | 190 | 199 | 179 |
| 1971 1st qtr | 120 | 147.9 | *8.6* | 131.2 | 131.7 | 237.5 | 631 | 146 | | 189 | 186 | 77 |
| 2nd qtr | 117 p | 153.2 | *9.8* | 137.2 p | 134.8 p | 242.2 p | 725 | 131 | | 200 p | 211 p | |
| 1971 Jan | 122 p | 147.0 | *8.5* | 129.8 | 130.8 | 237.1 | 613 | 157 | | 174 | 175 | |
| Feb | 120 | 147.8 | *8.5* | 130.6 | 131.7 | 237.4 | 623 | 147 | | 187 | 172 | |
| Mar | 120 | 149.0 | *8.8* | 133.2 | 132.6 | 238.1 | 656 | 134 | | 207 | 211 | |
| Apr | 118 p | 152.2 | *9.4* | 137.2 | 134.0 | 239.2 | 704 | 129 | | 201 p | 209 p | |
| May | 118 p | 153.2 | *9.8* | 137.3 | 135.0 | 242.7 | 731 | 130 | | 195 p | 206 p | |
| Jun | 117 p | 154.3 | *10.3* | 137.4 p | 135.7 p | 245.0 | 740 | 133 | | 203 p | 218 p | |
| July | | 155.2 | *10.1* | 137.7 p | 136.0 p | 246.6 p | 788 | 122 | | 198 p | 214 p | |
| Aug | | | | | | | 799 p | 123 p | | | | |

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments
(¶) Includes balance of payments adjustments and allowances for factors affecting recording

# Vehicle production in July

IN THE four weeks ended July 31, the average rate of recorded production of cars was 21,400 a week, 6 per cent higher than in the corresponding period last year. For commercial vehicles, the average rate of recorded production was 6,900 a week, 23 per cent higher than in July 1970.

As in 1970, the lower rates of recorded production in July, compared with earlier months of the year, reflect the inclusion of at least part of the principal holiday periods of all the major manufacturers. Taking account of the holiday closures, losses of car production due to industrial disputes were again significant.

On a seasonally adjusted basis, total car production in the three months May to July was 7 per cent higher (18 per cent up for the home market and 5 per cent down for export), than in the previous three months, February to April; total commercial vehicle production was 22 per cent higher. The increases again reflect recovery from the very serious losses of production in the previous three-month period.

## Description of statistics

PRODUCTION figures for road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.


**Advertising in *Trade and Industry***

Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London EC1P 1BN (01-248 9876 ext 6147).


## TABLE 1. RECORDED PRODUCTION

| | No. of weeks | Passenger cars (including taxis) For home market | For export | Totals | Weekly average | Commercial road vehicles For home market | For exports | Totals | Weekly average |
|---|---|---|---|---|---|---|---|---|---|
| 1965 | 52 | 1,069,374 | 652,671 | 1,722,045 | 33,116 | 280,976 | 174,240 | 455,216 | 8,754 |
| 1966 | 52 | 978,684 | 624,995 | 1,603,679 | 30,840 | 260,614 | 178,061 | 438,675 | 8,436 |
| 1967 | 52 | 988,273 | 563,740 | 1,552,013 | 29,846 | 245,692 | 139,414 | 385,106 | 7,406 |
| 1968 | 52 | 1,013,163 | 802,773 | 1,815,936 | 34,922 | 259,331 | 149,855 | 409,186 | 7,869 |
| 1969 | 53 | 892,758 | 824,315 | 1,717,073 | 32,398 | 272,998 | 192,778 | 465,776 | 8,788 |
| 1970 | 52 | 918,109 | 722,857 | 1,640,966 | 31,557 | 267,407 | 190,125 | 457,532 | 8,799 |
| 1971 | 52 | | | | | | | | |
| 1970 1st quarter | 13 | 237,413 | 199,099 | 436,512 | 33,578 | 68,798 | 46,453 | 115,251 | 8,865 |
| 2nd quarter | 13 | 263,064 | 207,100 | 470,164 | 36,166 | 78,431 | 53,984 | 132,415 | 10,186 |
| 3rd quarter | 13 | 157,149 | 120,024 | 277,173 | 21,321 | 43,486 | 31,434 | 74,920 | 5,763 |
| 4th quarter | 13 | 260,483 | 196,634 | 457,117 | 35,163 | 76,692 | 58,254 | 134,946 | 10,380 |
| 1971 1st quarter | 13 | 229,549 | 202,868 | 432,417 | 33,263 | 61,362 | 48,325 | 109,687 | 8,437 |
| 2nd quarter | 13 | 262,133 | 207,999 | 470,132 | 36,164 | 78,247 | 55,252 | 133,499 | 10,269 |
| 3rd quarter | 13 | | | | | | | | |
| 4th quarter | 13 | | | | | | | | |
| 1970 July | 4 | 42,953 | 37,874 | 80,827 | 20,207 | 12,055 | 10,229 | 22,284 | 5,571 |
| August | 4 | 57,227 | 38,825 | 96,052 | 24,013 | 15,280 | 9,942 | 25,222 | 6,306 |
| September | 5 | 56,969 | 43,325 | 100,294 | 20,059 | 16,151 | 11,263 | 27,414 | 5,483 |
| October | 4 | 79,658 | 60,268 | 139,926 | 34,982 | 25,885 | 19,213 | 45,098 | 11,274 |
| November | 4 | 89,489 | 65,517 | 155,006 | 38,751 | 25,679 | 19,549 | 45,228 | 11,307 |
| December | 5 | 91,336 | 70,849 | 162,185 | 32,437 | 25,128 | 19,492 | 44,620 | 8,924 |
| 1971 January | 4 | 88,238 | 67,956 | 156,194 | 39,048 | 24 143 | 18,882 | 43,025 | 10,756 |
| February | 4 | 67,660 | 66,545 | 134,205 | 33,551 | 17,975 | 13,999 | 31,974 | 7,994 |
| March | 5 | 73,651 | 68,367 | 142,018 | 28,403 | 19,244 | 15,444 | 34,688 | 6,938 |
| April | 4 | 73,283 | 64,880 | 138,163 | 34,541 | 22,147 | 17,018 | 39,165 | 9,791 |
| May | 4 | 88,407 | 67,827 | 156,234 | 39,059 | 26,295 | 18,499 | 44,794 | 11,199 |
| June | 5 | 100,443 | 75,292 | 175,735 | 35,147 | 29,805 | 19,735 | 49,540 | 9,908 |
| July | 4 | 51,117 | 34,626 | 85,743 | 21,436 | 15,864 | 11,623 | 27,487 | 6,872 |
| August | 4 | | | | | | | | |
| September | 5 | | | | | | | | |
| October | 4 | | | | | | | | |
| November | 4 | | | | | | | | |
| December | 5 | | | | | | | | |

## TABLE 2. PRODUCTION—SEASONALLY ADJUSTED

MONTHLY AVERAGES — Thousands

| | Passenger cars For home market | For export | Total | Commercial vehicles For home market | For export | Total |
|---|---|---|---|---|---|---|
| 1965 | 89 | 54 | 144 | 23.4 | 14.5 | 37.9 |
| 1966 | 82 | 52 | 134 | 21.7 | 14.8 | 36.6 |
| 1967 | 82 | 47 | 129 | 20.5 | 11.6 | 32.1 |
| 1968 | 84 | 67 | 151 | 21.6 | 12.5 | 34.1 |
| 1969 | 74 | 69 | 143 | 22.7 | 16.1 | 38.8 |
| 1970 | 77 | 60 | 137 | 22.3 | 15.8 | 38.1 |
| 1971 | | | | | | |
| 1970 1st quarter | 76 | 62 | 138 | 21.9 | 14.6 | 36.5 |
| 2nd quarter | 78 | 60 | 138 | 23.9 | 16.4 | 40.3 |
| 3rd quarter | 65 | 50 | 115 | 17.7 | 13.3 | 31.0 |
| 4th quarter | 87 | 69 | 156 | 25.6 | 19.0 | 44.6 |
| 1971 1st quarter | 72 | 63 | 135 | 19.3 | 15.1 | 34.4 |
| 2nd quarter | 80 | 62 | 142 | 24.3 | 17.3 | 41.6 |
| 3rd quarter | | | | | | |
| 4th quarter | | | | | | |
| 1970 July | 64 | 55 | 119 | 18.2 | 14.3 | 32.5 |
| August | 80 | 53 | 133 | 21.0 | 15.2 | 36.2 |
| September | 51 | 42 | 93 | 14.0 | 10.4 | 24.4 |
| October | 80 | 69 | 149 | 26.5 | 19.7 | 46.2 |
| November | 94 | 70 | 164 | 26.9 | 19.4 | 46.3 |
| December | 87 | 67 | 154 | 23.5 | 17.9 | 41.4 |
| 1971 January | 90 | 72 | 162 | 24.3 | 19.8 | 44.1 |
| February | 70 | 63 | 133 | 18.3 | 13.5 | 31.8 |
| March | 58 | 52 | 110 | 15.2 | 12.1 | 27.3 |
| April | 75 | 65 | 140 | 23.0 | 17.7 | 40.7 |
| May | 85 | 63 | 148 | 26.0 | 18.0 | 44.0 |
| June | 79 | 58 | 137 | 23.8 | 16.4 | 40.2 |
| July | 76 | 50 | 126 | 22.5 | 15.3 | 37.8 |
| August | | | | | | |
| September | | | | | | |
| October | | | | | | |
| November | | | | | | |
| December | | | | | | |
| Average of: | | | | | | |
| February-April | 68 | 60 | 128 | 18.8 | 14.4 | 33.2 |
| May-July 1971 | 80 | 57 | 137 | 24.1 | 16.5 | 40.6 |
| Percentage change | +18 | −5 | +7 | +28 | +15 | +22 |

# Footwear industry: production, orders and deliveries

*This commentary is based on seasonally adjusted data*

IN THE quarter ending June 1971 net new orders received by the footwear industry were 1 per cent more than in the first quarter of 1971: deilveries also increased by 1 per cent. Net new orders were less than deliveries with the result that the order books were 4 per cent less at the end of June than at the end of March; production in the quarter ending June rose by 8 per cent.

### Interpretation of figures

The figures for orders-on-hand, net new orders and deliveries should be interpreted with caution. The orders-on-hand and net new orders series were available, before 1971, by total pairage only and no allowance is made in the three pairage series below for the differing value of the various types of footwear. A breakdown of deliveries by types of footwear in pairage terms—and by value from the first quarter of 1971—will be published in the *Business Monitor* Production Series (Reference P17). From January 1971 the value of total orders-on-hand is also being collected in the inquiry and this series together with derived net new orders will be included in a future edition of this note in *Trade and Industry*.

A short note on the construction of the index of production was given in *Trade and Industry*, dated June 23, 1971 (page 637).

Monthly averages or months — Million pairs

| | Index of Production (*1963 = 100*) | | Orders-on-hand (end of period) | | Net new orders | | Deliveries | |
|---|---|---|---|---|---|---|---|---|
| 1964 | 107 | | 35.8 | | .. | | 16.8 | |
| 1965 | 104 | | 39.9 | | 16.8 | | 16.5 | |
| 1966 | 101 | | 33.9 | | 15.7 | | 16.2 | |
| 1967 | 94 | | 37.9 | | 16.2 | | 15.9 | |
| 1968 | 99 | | 41.2 | | 17.0 | | 16.8 | |
| 1969 | 95 | | 35.2 | | 15.7 | | 16.2 | |
| 1970 | 88 | | 40.1 | | 16.3 | | 15.9 | |
| | Actual | Seasonally adjusted | Actual | Seasonally adjusted | Actual | Seasonally adjusted | Actual | Seasonally adjusted |
| 1969 1st quarter | 107 | 98 | 47.5 | 41.9 | 19.1 | 16.7 | 17.0 | 16.5 |
| 2nd quarter | 95 | 96 | 48.9 | 39.3 | 15.7 | 15.5 | 15.2 | 16.4 |
| 3rd quarter | 85 | 94 | 34.6 | 39.2 | 11.5 | 16.1 | 16.3 | 16.1 |
| 4th quarter | 92 | 91 | 35.2 | 35.2 | 16.5 | 14.5 | 16.3 | 15.8 |
| 1970 1st quarter | 95 | 89 | 40.1 | 36.2 | 17.4 | 15.7 | 15.8 | 15.4 |
| 2nd quarter | 89 | 87 | 47.9 | 38.2 | 17.5 | 16.7 | 14.9 | 16.1 |
| 3rd quarter | 79 | 88 | 35.3 | 41.9 | 12.0 | 17.2 | 16.2 | 16.0 |
| 4th quarter | 89 | 88 | 40.1 | 40.1 | 18.2 | 16.0 | 16.6 | 16.1 |
| 1971 1st quarter p | 88 | 80 | 40.9 | 38.1 | 16.4 | 15.2 | 16.2 | 15.9 |
| 2nd quarter p | 82 | 86 | 43.2 | 36.4 | 15.7 | 15.4 | 14.9 | 16.0 |
| 1970 January | 85 | 86 | 32.6 | 33.7 | 11.3 | 13.8 | 13.9 | 15.3 |
| February | 101 | 88 | 34.0 | 32.9 | 18.4 | 14.6 | 17.0 | 15.4 |
| March | 98 | 93 | 40.1 | 36.2 | 22.6 | 18.6 | 16.5 | 15.4 |
| April | 96 | 87 | 46.5 | 37.1 | 22.5 | 18.4 | 16.1 | 17.5 |
| May | 81 | 82 | 49.7 | 37.8 | 16.7 | 15.1 | 13.5 | 14.3 |
| June | 89 | 91 | 47.9 | 38.2 | 13.3 | 16.7 | 15.1 | 16.3 |
| July | 75 | 89 | 43.0 | 41.6 | 10.2 | 19.5 | 15.1 | 16.1 |
| August | 71 | 90 | 40.7 | 44.1 | 12.4 | 18.6 | 14.7 | 16.2 |
| September | 91 | 84 | 35.3 | 41.9 | 13.4 | 13.5 | 18.8 | 15.8 |
| October | 100 | 89 | 35.4 | 41.5 | 19.3 | 16.2 | 19.2 | 16.6 |
| November | 94 | 86 | 39.6 | 42.2 | 21.8 | 16.6 | 17.6 | 15.8 |
| December | 73 | 88 | 40.1 | 40.1 | 13.6 | 15.2 | 13.1 | 16.0 |
| 1971 January p | 84 | 86 | 40.9 | 43.3 | 16.2 | 20.3 | 15.4 | 17.0 |
| February p | 88 | 77 | 43.0 | 43.0 | 18.5 | 14.7 | 16.4 | 15.0 |
| March p | 92 | 78 | 40.9 | 38.1 | 14.6 | 10.6 | 16.7 | 15.5 |
| April p | 82 | 85 | 42.3 | 36.6 | 16.6 | 14.4 | 15.2 | 15.9 |
| May p | 84 | 89 | 48.7 | 39.9 | 21.7 | 20.0 | 15.3 | 16.7 |
| June p | 81 | 86 | 43.2 | 36.4 | 8.7 | 11.8 | 14.2 | 15.3 |

The actual figures have been adjusted for the length of the working months but not for holidays or any other seasonal variations.

## Finance for technology

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance. NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere. NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance. The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, SW1H 0ET, or by telephoning 01-828 3400.

## Air mail for export correspondence

All correspondence overseas should be done by air but care should be taken that mail is fully stamped as correspondence may be delayed and export opportunities lost. Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage. Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 12p. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

## Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, August 27, 1971. BR/E indicates that the film is a British quota film

| Title of film | Registered No. | Playing time minutes | Date of registration | Registered in the name of | Maker's name |
|---|---|---|---|---|---|
| | | | BRITISH | | |
| The Abominable Dr. Phibes | BR/E 35659/28/8/76 | 94 | August 23 | MGM-EMI Distributors Ltd. | American International Productions (England) Ltd. |
| Come Back Peter | BR/E 35663/28/8/76 | 74 | August 25 | Richard Schulman Entertainments Ltd. | Donwin Productions Ltd. |
| Movietone News 2203 | BR/E 35575/28/8/76 | 8 | August 27 | Twentieth Century-Fox Film Co. Ltd. | British Movietonews Ltd. |
| Movietone News 2203A | BR/E 35576/28/8/76 | 8 | August 27 | Twentieth Century-Fox Film Co. Ltd. | British Movietonews Ltd. |
| | | | FOREIGN | | |
| Scandalous John | F 35657 | 114 | August 23 | Walt Disney Productions Ltd. | Walt Disney Productions |
| The Incredible 2-Headed Transplant | F 35658 | 85 | August 23 | MGM-EMI Distributors Ltd. | American International Pictures Inc. |
| King Lear | F 35660 | 137 | August 24 | Columbia Pictures Corporation Ltd. | Filmways Inc. |
| Captain Apache | F 35661 | 94 | August 24 | Scotia Barber Distributors Ltd. | Benmar Productions Ltd. |
| Initiation | F 35662 | 94 | August 25 | Richard Schulman Entertainments Ltd. | Cinepix Inc., Montreal |

## Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, SE1 9NH.

### Production series

Monthly at £1 a year post free:
- Tools and Implements for April
- Wheeled Tractors for May
- Cars and Commercial Vehicles for June.

### Civil Aviation series

Monthly at £1 a year post free:
- Airport Activity for May 1971
- Air Passengers for May 1971
- Air Freight and Mail for May 1971.

### Miscellaneous series

Quarterly at 37½p a year post free:
- Overseas Travel and Tourism for Year 1970.

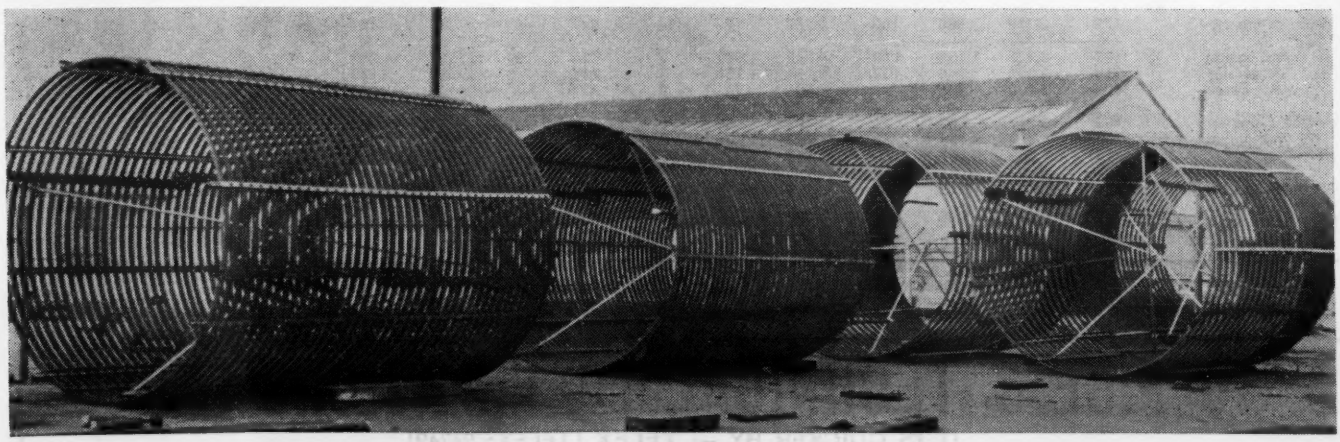
A complete list of titles of Business Monitors was last published in *Trade and Industry* on August 26 on page 403.

## New companies registered in Northern Ireland

IN THE MONTH of July 1971 43 private companies with a total nominal capital of £381,900 were registered in Northern Ireland.

During the period January-July 208 companies with a total nominal capital of almost £1,658,000 were registered as compared with 209 with a total nominal capital of almost £1,935,000 registered in the same period in 1970.

*Many of Europe's leading clothing manufacturers competed for the silver Woolsack trophy presented by the National Wool Textile Export Corporation during the International Men's Fashion Week in Cologne which ended on August 22. The winner of the award for the best suit in British wool or wool mixture cloth was Greiff-Werke of Bamberg, West Germany. The cloth was manufactured by Neill and Son of Langholm. An international jury headed by Mr. Hardy Amies judged more than 40 suits giving points for style, colour, finish and cloth design. Pictured (left to right) are Mr. Amies, Mr. Sven Gulin (Sweden), one of the judges, and Mr. R. Geissler of the winning firm, Greiff-Werke.*



*Economiser coils waiting at the Peterborough Works of M.E. Boilers Ltd., to be assembled in a series of M.E. high pressure vertical coil boilers. The economisers, which are 13 ft. in dia. and fabricated of 2⅜ in. o.d. mild steel tube, are designed on the multi-start, open pitched, helical principle, thus ensuring minimum space requirements and optimum heat transfer characteristics. The coil boilers, destined for Venezuela, will be fired by natural gas and will each provide 66,000 lb/h saturated steam at 1,500 lb/in²g for introducing into heavy crude oil wells.*

# Office development permits in the second quarter of 1971

THE Department of the Environment announce that in the second quarter of 1971 145 office development permits were issued for a total floor area of 7.7 million sq. ft. gross, compared with 151 permits for 7.9 million sq. ft. in the previous quarter. After deduction of relinquishments of existing floor space and allowing for permits for the continuing use of existing offices, included in the total figure, there was a net potential addition to office space by way of new building and conversion of non-office premises to office use, of 5.5 million sq. ft. This compares with 5.2 million in the first quarter; any comparison with 1970 figures will be affected by the changes in control introduced in December 1970 as set out in the 'Notes of Tables' below. The area relinquished by applicants for demolition and change of use of office to non-office uses was approximately 600,000 sq. ft. greater in the second quarter of 1971 than it was in the first.

### Regional distribution

From December 16, 1970 the office development permit control operated in the South East Economic Planning Region only. Eighty-three per cent of the permits issued during the second quarter of 1971 covering 6.9 million sq. ft. were for proposed development in the Metropolitan Region as against 87 per cent covering 7.2 million sq. ft. for this region in the previous quarter. Permits issued in the Greater London Council Area accounted for some 61 per cent of the total number issued and those in Central London about 37 per cent, compared with 70 per cent and 41 per cent respectively for the same areas in the first quarter of 1971.

The area relinquished for demolition and change of use of office to non-office uses increased from 0.8 million sq. ft. to 1.3 million sq. ft. in the Central London Area over the last two quarters and accounted for 68 per cent of the total area relinquished. For the Greater London Council Area the corresponding figures were 1.2, 1.8 million sq. ft. and 92 per cent respectively.

### Information on 'T. & I.' material

Readers seeking detailed information on material published in *Trade and Industry*—such as the date on which a particular article was published—should contact the DTI Library at 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877 ext 3038). The library compiles the quarterly index to *Trade and Industry*.

## TABLE 1. OFFICE DEVELOPMENT PERMITS—REGIONAL TOTALS

| | | Total | | | South East Region | | | West Midland Region | | | East Midland Region | | | East Anglia Region | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Number of permits | Thousand sq. ft. Gross | Thousand sq. ft. Relinquished | Number of permits | Thousand sq. ft. Gross | Thousand sq. ft. Relinquished | Number of permits | Thousand sq. ft. Gross | Thousand sq. ft. Relinquished | Number of permits | Thousand sq. ft. Gross | Thousand sq. ft. Relinquished | Number of permits | Thousand sq. ft. Gross | Thousand sq. ft. Relinquished |
| 1965 | August-December | 175 | 2,701 | 1,070 | 165 | 2,655 | 1,056 | 10 | 46 | 14 | — | — | — | — | — | — |
| 1966 | | 507 | 5,536 | 2,085 | 396 | 4,702 | 1,914 | 84 | 562 | 129 | 19 | 218 | 33 | 8 | 54 | 9 |
| 1967 | | 726 | 9,171 | 2,720 | 525 | 7,097 | 2,289 | 103 | 1,076 | 161 | 61 | 534 | 175 | 37 | 464 | 95 |
| 1968 | | 661 | 13,852 | 5,415 | 594 | 12,018 | 5,184 | 34 | 1,106 | 32 | 18 | 398 | 62 | 15 | 330 | 137 |
| 1969 | | 524 | 15,169 | 3,599 | 464 | 13,276 | 3,540 | 33 | 1,003 | 33 | 25 | 847 | 13 | 2 | 43 | 13 |
| 1970 | | 693 | 26,291 | 6,449 | 622 | 22,988 | 6,444 | 41 | 1,880 | 5 | 30 | 1,423 | — | — | — | — |
| 1965 | August-September | 78 | 1,055 | 485 | 78 | 1,055 | 485 | — | — | — | — | — | — | — | — | — |
| | 4th quarter | 97 | 1,646 | 585 | 87 | 1,600 | 571 | 10 | 46 | 14 | — | — | — | — | — | — |
| 1966 | 1st quarter | 120 | 1,300 | 417 | 87 | 1,064 | 374 | 33 | 236 | 43 | — | — | — | — | — | — |
| | 2nd quarter | 95 | 1,027 | 381 | 80 | 948 | 362 | 15 | 79 | 19 | — | — | — | — | — | — |
| | 3rd quarter | 122 | 1,123 | 564 | 103 | 972 | 502 | 15 | 116 | 32 | 19 | 218 | 33 | 8 | 54 | 9 |
| | 4th quarter | 170 | 2,086 | 723 | 126 | 1,718 | 676 | 21 | 131 | 35 | | | | | | |
| 1967 | 1st quarter | 260 | 2,861 | 787 | 172 | 2,179 | 587 | 41 | 290 | 14 | 34 | 258 | 152 | 13 | 134 | 34 |
| | 2nd quarter | 207 | 2,211 | 601 | 137 | 1,550 | 515 | 38 | 386 | 44 | 18 | 169 | 23 | 14 | 106 | 19 |
| | 3rd quarter | 128 | 1,561 | 617 | 100 | 1,152 | 554 | 15 | 239 | 60 | 8 | 96 | — | 5 | 74 | 3 |
| | 4th quarter | 131 | 2,538 | 715 | 116 | 2,216 | 633 | 9 | 161 | 43 | 6 | 145 | 9 | 7 | 179 | 44 |
| 1968 | 1st quarter | 124 | 2,173 | 1,115 | 114 | 1,962 | 1,101 | 3 | 48 | — | | | | | | |
| | 2nd quarter | 179 | 4,484 | 1,701 | 156 | 3,787 | 1,611 | 15 | 523 | 22 | 3 | 56 | 20 | 5 | 118 | 48 |
| | 3rd quarter | 197 | 4,039 | 1,541 | 181 | 3,650 | 1,509 | 8 | 257 | 7 | 3 | 29 | 10 | 5 | 103 | 15 |
| | 4th quarter | 161 | 3,156 | 1,058 | 143 | 2,619 | 963 | 8 | 278 | 3 | 7 | 179 | 23 | 3 | 80 | 69 |
| 1969 | 1st quarter | 178 | 3,713 | 590 | 153 | 3,162 | 577 | 14 | 347 | — | 9 | 161 | — | 2 | 43 | 13 |
| | 2nd quarter | 122 | 4,923 | 1,103 | 110 | 4,362 | 1,067 | 3 | 164 | 30 | 9 | 397 | 6 | — | — | — |
| | 3rd quarter | 116 | 3,398 | 1,158 | 107 | 3,151 | 1,155 | 7 | 215 | 3 | 2 | 32 | — | — | — | — |
| | 4th quarter | 108 | 3,135 | 748 | 94 | 2,601 | 741 | 9 | 277 | — | 5 | 257 | 7 | — | — | — |
| 1970 | 1st quarter | 103 | 3,287 | 668 | 91 | 2,797 | 668 | 9 | 441 | — | 3 | 49 | — | — | — | — |
| | 2nd quarter | 113 | 4,628 | 1,799 | 92 | 3,832 | 1,799 | 8 | 303 | — | 13 | 493 | — | — | — | — |
| | 3rd quarter | 310 | 11,369 | 2,267 | 285 | 9,948 | 2,267 | 16 | 696 | — | 9 | 725 | — | — | — | — |
| | 4th quarter | 167 | 7,007 | 1,715 | 154 | 6,411 | 1,710 | — | 440 | 5 | 5 | 156 | — | — | — | — |
| 1971 | 1st quarter | 151 | 7,895 | 1,343 | 151 | 7,895 | 1,343 | — | — | — | — | — | — | — | — | — |
| | 2nd quarter | 145 | 7,727 | 1,952 | 145 | 7,727 | 1,952 | — | — | — | — | — | — | — | — | — |

In some instances in order to avoid the risk of disclosing details of individual applicants, figures for two consecutive quarters have been combined. The main breaks in comparability in the quarterly totals are indicated by lines.


OFFICE & TECHNICAL TRANSLATIONS LTD

IT IS QUICKER BY — TELEX [TELEX: 24742]

The largest translating organisation in the United Kingdom

Translators House, Bleeding Heart Yard, Greville Street, London, E.C.1 Tel: 01-242 0931 (3 lines)

## TABLE 2. SELECTED SUB-DIVISIONS OF PLANNING REGIONS

| | London Metropolitan Region (including in South East Planning Region) | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | | | Greater London Council Area | | | | | |
| | Total (Metropolitan Region) | | | Total (GLC Area) | | | Central London Area | | |
| | Number of permits | Thousand sq. ft. | | Number of permits | Thousand sq. ft. | | Number of permits | Thousand sq. ft. | |
| | | Gross | Relinquished | | Gross | Relinquished | | Gross | Relinquished |
| 1961 August-December | 165 | 2,655 | 1,056 | 94 | 1,851 | 906 | 33 | 1,242 | 587 |
| 1966 | 371 | 4,495 | 1,867 | 211 | 2,929 | 1,582 | 49 | 1,229 | 676 |
| 1967 | 441 | 6,160 | 2,095 | 256 | 4,522 | 1,769 | 84 | 2,483 | 1,052 |
| 1968 | 566 | 11,176 | 5,045 | 296 | 8,700 | 4,569 | 127 | 6,601 | 4,051 |
| 1969 | 432 | 11,902 | 3,433 | 350 | 9,945 | 3,069 | 154 | 6,308 | 2,237 |
| 1970 | 567 | 18,914 | 6,087 | 504 | 16,031 | 5,722 | 266 | 10,921 | 4,827 |
| 1965 August-September | 78 | 1,055 | 485 | 48 | 861 | 463 | 19 | 574 | 284 |
| 4th quarter | 87 | 1,600 | 571 | 46 | 990 | 443 | 14 | 668 | 303 |
| 1961 1st quarter | 87 | 1,064 | 374 | 53 | 697 | 284 | 17 | 203 | 61 |
| 2nd quarter | 80 | 948 | 362 | 41 | 528 | 305 | 14 | 225 | 97 |
| 3rd quarter | 97 | 929 | 494 | 54 | 595 | 401 | 15 | 246 | 237 |
| 4th quarter | 107 | 1,554 | 637 | 63 | 1,109 | 592 | 23 | 555 | 281 |
| 1967 1st quarter | 123 | 1,988 | 553 | 69 | 1,245 | 475 | 17 | 541 | 245 |
| 2nd quarter | 117 | 1,235 | 464 | 67 | 931 | 332 | 22 | 495 | 243 |
| 3rd quarter | 94 | 1,035 | 554 | 61 | 815 | 526 | 18 | 372 | 247 |
| 4th quarter | 107 | 1,902 | 524 | 59 | 1,531 | 436 | 27 | 1,075 | 317 |
| 1968 1st quarter | 109 | 1,738 | 1,068 | 55 | 1,364 | 999 | 24 | 1,159 | 946 |
| 2nd quarter | 147 | 3,561 | 1,581 | 86 | 2,879 | 1,370 | 33 | 1,970 | 1,190 |
| 3rd quarter | 170 | 3,307 | 1,433 | 83 | 2,653 | 1,330 | 44 | 2,027 | 1,105 |
| 4th quarter | 140 | 2,570 | 963 r | 72 | 1,804 | 870 | 26 | 1,445 | 810 |
| 1969 1st quarter | 144 | 2,942 | 561 | 98 | 2,284 | 406 | 34 | 1,522 | 240 |
| 2nd quarter | 103 | 3,714 | 1,039 | 90 | 3,149 | 968 | 46 | 2,212 | 720 |
| 3rd quarter | 101 | 2,999 | 1,111 | 88 | 2,635 | 1,071 | 44 | 1,649 | 907 |
| 4th quarter | 84 | 2,247 | 722 | 74 | 1,877 | 624 | 30 | 925 | 370 |
| 1970 1st quarter | 81 | 2,039 | 659 | 72 | 1,769 | 649 | 36 | 1,432 | 535 |
| 2nd quarter | 80 | 3,018 | 1,660 | 73 | 2,832 | 1,626 | 42 | 2,045 | 1,590 |
| 3rd quarter | 269 | 8,314 | 2,155 | 242 | 6,678 | 1,881 | 128 | 5,093 | 1,756 |
| 4th quarter | 137 | 5,543 | 1,613 | 117 | 4,752 | 1,566 | 60 | 2,351 | 946 |
| 1971 1st quarter | 132 | 7,151 | 1,222 | 106 | 6,291 | 1,152 | 62 | 3,754 | 802 |
| 2nd quarter | 121 | 6,937 | 1,868 | 89 | 5,796 | 1,791 | 54 | 3,523 | 1,334 |

## TABLE 2. SELECTED SUB-DIVISIONS OF PLANNING REGIONS *continued*

| | London Metropolitan Region (included in South East Planning Region) | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | Greater London Council Area | | | | | | | | |
| | Rest of GLC Area | | | Rest of Metropolitan Area | | | West Midlands Conurbation (included in West Midland Planning Region) | | |
| | Number of permits | Thousand sq. ft. | | Number of permits | Thousand sq. ft. | | Number of permits | Thousand sq. ft. | |
| | | Gross | Relinquished | | Gross | Relinquished | | Gross | Relinquished |
| 1965 August-December | 61 | 609 | 319 | 71 | 804 | 150 | 10 | 46 | 14 |
| 1966 | 142 | 1,700 | 906 | 160 | 1,566 | 285 | 68 | 459 | 109 |
| 1967 | 172 | 2,039 | 717 | 185 | 1,638 | 326 | 46 | 520 | 129 |
| 1968 | 169 | 2,099 | 518 | 270 | 2,476 | 476 | 15 r | 660 r | 17 |
| 1969 | 196 | 3,637 | 832 | 82 | 1,957 | 364 | 17 | 555 | — |
| 1970 | 238 | 5,110 | 895 | 63 | 2,883 | 365 | 29 | 1,233 | 5 |
| 1965 August-September | 29 | 287 | 179 | 30 | 194 | 22 | — | — | — |
| 4th quarter | 32 | 322 | 140 | 41 | 610 | 128 | 10 | 46 | 14 |
| 1966 1st quarter | 36 | 494 | 223 | 34 | 367 | 90 | 33 | 236 | 43 |
| 2nd quarter | 27 | 303 | 208 | 39 | 420 | 57 | 15 | 79 | 19 |
| 3rd quarter | 39 | 349 | 164 | 43 r | 334 | 93 | 13 | 109 | 32 |
| 4th quarter | 40 | 554 | 311 | 44 | 445 | 45 | 7 | 35 | 15 |
| 1967 1st quarter | 52 | 704 | 230 | 54 | 743 | 78 | 15 | 104 | 2 |
| 2nd quarter | 45 | 436 | 89 | 50 | 304 | 132 | 19 | 220 | 26 |
| 3rd quarter | 43 | 443 | 279 | 33 | 220 | 28 | 8 | 114 | 58 |
| 4th quarter | 32 | 456 | 119 | 48 | 371 | 88 | 4 | 82 | 43 |
| 1968 1st quarter | 31 | 205 | 53 | 54 | 374 | 69 | 5 | 356 | 7 |
| 2nd quarter | 53 | 909 | 180 | 61 | 682 | 211 | | | |
| 3rd quarter | 39 | 626 | 225 | 87 | 654 | 103 | 6 | 79 | 7 |
| 4th quarter | 46 | 359 | 60 | 68 | 766 | 93 | 4 | 225 | 3 |
| 1969 1st quarter | 64 | 762 | 166 | 46 | 658 | 155 | 6 | 112 | — |
| 2nd quarter | 44 | 937 | 248 | 13 | 565 | 71 | 2 | 136 | — |
| 3rd quarter | 44 | 986 | 164 | 13 | 364 | 40 | 4 | 169 | — |
| 4th quarter | 44 | 952 | 254 | 10 | 370 | 98 | 5 | 138 | — |
| 1970 1st quarter | 36 | 337 | 114 | 9 | 270 | 10 | 6 | 273 | — |
| 2nd quarter | 31 | 787 | 36 | 7 | 186 | 34 | 7 | 259 | — |
| 3rd quarter | 114 | 1,585 | 125 | 27 | 1,636 | 274 | 12 | 507 | — |
| 4th quarter | 57 | 2,401 | 620 | 20 | 791 | 47 | 4 | 194 | 5 |
| 1971 1st quarter | 44 | 2,537 | 350 | 26 | 860 | 70 | — | — | — |
| 2nd quarter | 35 | 2,273 | 457 | 32 | 1,141 | 77 | — | — | — |

In some instances in order to avoid the risk of disclosing details of individual applicants, figures for two consecutive quarters have been combined.
r = revised figures.

# EEC stimulus for exhibiting British products

'ON the whole we in Britain are considerably less exhibition-minded than most other European countries,' said Mr. Anthony Grant, Parliamentary Under-Secretary for Trade, opening Harrogate's third exhibition hall on August 25.

'Within the EEC there are several provincial cities whose exhibition space is considerably greater than any here, even including London,' he said.

But he congratulated Harrogate, now Britain's fourth exhibition centre, for becoming—after three and a half centuries as a spa—a modern thriving and many-sided urban centre.

'Your success—coming after a distinct loss of prosperity between the wars—is an object lesson on how to change course successfully.

'I understand that well over 200 conferences were held in Harrogate last year, covering the whole range from international companies to sporting and religious bodies. Delegates attending totalled nearly 40,000. The number of conferences held in the town has increased just about sevenfold since the war—a growth record of which any industry would be justly proud.'

Mr. Grant said Harrogate's new hall was coming into use at a time when—following last month's strong stimulant from the Chancellor—we could expect a quickening growth rate in British trade and industry. And, in just 16 months, we may be members of the EEC, opening new opportunities for the promotion of that trade and industry.

In an enlarged Community, the increased tempo of business would inevitably brush off on to our own exhibition industry. Manufacturers in the Six would want to make increasing use of British fairs to show their products—though this would not absolve organisers from selling the merits of their particular sites overseas. And organisers would have to make sure that they could provide the kind of facilities that foreign exhibitors had come to expect.

British firms for their part would have to compete effectively in exhibition expertise, as well as in the intrinsic qualities of their products or services.

'However, no matter how widely you spread your wings,' he added, 'Harrogate will remain substantially dependent on the health of the British economy, and particularly on conditions in the North of England.

'Of course there are Jeremiahs around who predict dire consequences for the North once we are inside the European Community. But the fact is that the Government—and, perhaps more important, the great bulk of industry—see better prospects for economic growth, for investment and for employment inside the Community than outside. The North has a long tradition of selling overseas, and there is every reason to think it will profit from the major opportunities provided by a European market of nearly 300 million people.

'In the North as in every other part of Britain firms are weighing up what their prospects will be in the enlarged Community. The Department of Trade and Industry is very willing to help them with preparations in every way it can. This applies both to the export services available through our Regional Office in Leeds, and to the newer field of information on the Community's policies and regulations which will affect us as members. In addition the CBI and some trade associations can provide a great deal of information on Community practices.

### Regional policy

'One of my particular Ministerial responsibilities is regional industrial policy. Although Harrogate does not need Government support for attracting new employment a great deal of Northern England is within Development Areas, Special Development Areas or Intermediate Areas. The need for strong regional policies will be a continuing one, whether we are inside the Community or not.

'A widespread but complete misconception is that regional development policies will be weakened as a result of membership. In fact the reverse is much more likely to be true. Inside the Community we shall have a better chance of getting the national economic growth that is necessary if regional policies are to work really effectively. And written into the basic principles of the Treaty of Rome is the principle at the heart of our own Regional policy—the balanced development of *all* regions. Regional policy is very much a matter for the Governments of the Six and we find they use much the same range of incentives for industry as we do ourselves.

'When Community regional policies emerge to supplement national ones—as eventually they will—Britain will have a strong voice in deciding what they should be. In modern conditions the problem is not solely one of steering a given total of new industrial growth within one country. It also means trying to make sure that each individual country gets its share of mobile projects which might end up in one of several widely separated European locations. By making sure that national policies are not just over-bidding one another the Community could do a lot to cope with the problems of getting a reasonable spread of industry internationally.'

*Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade at the Department of Trade and Industry, speaking at the opening of Harrogate's new £125,400 exhibition hall on August 25. On Mr. Grant's left is the Mayor of Harrogate, Councillor Richard Welch.* 234

## Impressive joint venture display at 'Airex'

### From the British Consulate-General, Johannesburg

A NEW type of specialised exhibition for South Africa was held at Milner Park show grounds in Johannesburg during the first week of August; namely an exhibition of air-conditioning, heating, ventilation and refrigeration equipment. British participation, by 13 firms, was organised on a joint venture basis by the Heating, Ventilating and Air-Condi-

*(continued on next page)*

ELB

Translation
Printing
Interpreting
Tuition

For years we have quietly provided the kind of language service demanded by leading companies for their international activities. To check our experience in your industry ring Simon Cave on **01-242 9276**

*or write for our booklet*

**E L B Languages Group Ltd., 61 Carey St., London, W.C.2**

**Comprising: Trade & Industrial Translation Centre Ltd. and Eastern Languages Bureau Ltd.**

## 'AIREX'
*continued*

tioning Manufacturers Association of Great Britain in conjunction with the Department of Trade and Industry.

Between them these firms produced an impressive display of the latest developments in oil and gas burners and boilers, space heaters, hot water fan convectors, both window and packaged air-conditioners, a variety of machines for dirt and grease removal and a comprehensive range of refrigeration and heating equipment for controlling cargo temperatures in insulated vehicles and containers. There was also a display of instruments used by heating and ventilation engineers and mining engineers.

By definition this type of equipment is not sold over the counter but is incorporated in architects' and engineers' designs for new projects. Various firms, nevertheless, were able to secure substantial 'off the shelf' sales. Generally speaking exhibitors' immediate prospects were judged to be good and most firms considered their long term prospects to be 'good or very good'. Several of the exhibiting firms were already selling in this market and confidently expect a boost to their sales of a result of the 'Airex' exhibition.

It was a highly specialised show and therefore not open to the public. Most exhibitors were satisfied with the quality of the visitors and impressed by the distance many had travelled to visit the event. At present the organisers do not plant to hold another similar exhibition until 1973.

## Book exhibition

A BRITISH Council book exhibition of some 650 volumes, 'Books from Britain', will be shown in Kuwait from October 10-18. The subjects have been chosen to a certain extent to link with those of Council exhibitions which have already taken place earlier this year as part of the Trade Drive. These exhibitions showed books on building, hospital equipment, pharmaceutical products, and office equipment.

## 'Home Heating' display at The Design Centre

ANYONE thinking of installing central heating in their home, or considering ways of improving an existing installation, will find a ready source of advice and ideas in the 'Home Heating' exhibition which is open at The Design Centre until October 2.

The display contains a great variety of boilers, space heaters, radiators, controls and water heaters and includes a special section on double-glazing: all of the products in the exhibition have been accepted by the Council of Industrial Design's independent selection committees as examples of good modern design, the criteria including such merits as fitness for purpose, ease of use, safety and good appearance.

In addition visitors will be able to obtain free on-the-spot advice about heating by coal, electricity, gas or oil from representatives of the appropriate heating appliance manufacturers or fuel boards.

### Joint ventures at New York shows

THE Westminster Chamber of Commerce will sponsor joint venture groups at two events in New York next year, with the assistance of the Department of Trade and Industry.

The ninth International Water Supply Congress and Exhibition, at the New York Hilton from September 11-14, 1972 will provide a unique opportunity for companies to meet 3,000 waterworks personnel from 60 countries attending the Congress. The closing date for applications to participate in this joint venture is October 19, 1971.

Companies are also invited to participate in the National Electronic Packaging and Production Conference (NEPCON EAST) at the Coliseum from June 13-15, 1972. The show will be of special interest to companies whose products are used in the production of printed circuits and integrated circuit tools, machines, materials and supplies from initial design aids through to finished assemblies. The closing date for applications in this joint venture is November 15, 1971.

All applications concerning these two shows should be made to The City of Westminster Chamber of Commerce, Mitre House, 177 Regent St., London, W1R 8DJ (Tel: 01-734 2851, ext: 36).

### Reduced rates for overseas visitors

FOR the benefit of exhibitors and visitors attending the 18th International Hardware Trades Fair, at Olympia, London, from January 24-28, 1972, specially reduced rates for accommodation have been arranged by the organisers, Universal Exhibitions Ltd., with Grand Metropolitan Hotels Ltd.

For the visitor or exhibitor from the United Kingdom a reply paid booking card has been produced. This lists the 22 London hotels in the group together with their tariffs. For the overseas visitor there is a trilingual booking form—English, French and German—incorporating all the relevant information. Both will have wide distribution at home and abroad.

### Designers' Equipment and Designers' Work

THE Scottish Committee of The Council of Industrial Design will present complementary exhibitions, 'Designers' Equipment' and 'Designers' Work' at the Scottish Design Centre, Glasgow, commencing on September 22, 1971.

Designers' Equipment will be a display of 'tools of the trade' from conventional brushes, inks, drawings boards etc., to up to date automated draughting equipment and computer aided design systems.

Designers' Work will present in depth the work of a number of design consultancies in Scotland and England, displaying products and projects across the whole field of design on which they have worked or are working, thereby demonstrating the services which the design profession can offer to Scottish industry and commerce.

### Detailed Statistics of UK Overseas Trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment. The fully detailed information is not published on a monthly basis but, when circumstances allow HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

*An oratory contest held in San Francisco in connection with the forthcoming British Week and organised by the Hongkong Bank of California meant a trip to England for the two prizewinners, John Roos (centre) and Bonnie Yuen (right). At the Guildhall they were presented to Sir Kingsley Collett, senior member of the City of London's Court of Common Council, and handed over a message from Mayor Alioto of San Francisco to welcome the Lord Mayor of London to the British Week to be held from October 1-9. In return, they received commemorative books about the city.*

# MISSIONS and TOURS

*Voice of Kenya's chief engineer, Mr. Simeon Macharia, tries out EMI's latest monochrome type 2004 television camera during a recent visit to the Hayes, Middlesex, plant of EMI Electronics Ltd. Mr. Macharia, seen here with EMI export sales engineer, Mr. Terence Bartlett (right), visited the company's television equipment division during an eight-day fact-finding tour of major British television equipment manufacturers and broadcasting studios.*

### Selling to North America

HAVING recently announced record agricultural engineering export figures of £130 million for the first six months of this year, members of the Agricultural Engineers Association will take part in a trade mission to Canada and the United States in October.

The North American party will consist of representatives of 14 manufacturers of farm machinery. Main objective of the mission in both territories will be hard selling, but members will also visit an international ploughing match in Ontario and the annual convention of the Farm Equipment Wholesalers Association to be held in Denver, Colorado, at the same time as that of the Farm Equipment Manufacturers Association.

Discussing the mission, Mr. Eric Lanning, secretary (export) of the Association, said: 'The visit to Canada follows on the second successful AEA exhibit of British farm machinery in January this year at the Farm and Industrial Equipment Show, Toronto, when the groundwork for a concentrated visit was laid.'

The visit to the United States follows two successful visits of AEA missions in 1969 and 1970.

### Attending Chicago symposium

MR. JOHN OWEN, sales director, and Mr. Owen Clarke, chief engineer, of GKN Birwelco (Uskside) Ltd., have been invited to attend and read papers at a heating symposium to be held by the Forging Association of the USA in Chicago this month.

GKN Birwelco (Uskside) Ltd.—an important part of GKN Engineering Ltd.—is a leading designer and manufacturer of bar and billet heating induction furnaces for the forge. A large proportion of the company's business is in exports and Birwelco induction furnaces, built in Newport, Mon., make valuable contributions toward efficiency and productivity in forges all over the world.

### Middle East sales tour

MR. DEREK DAVIE, export sales executive of Seddons Motors Ltd., begins a sales tour in the Gulf area tomorrow (September 3). He is visiting Kuwait (Sept. 3-7), Bahrain (8-10), Doha (11 and 12), Abu Dhabi (13-16), Dubai (17-20), Jeddah (21 and 22), Aden (23-25), Cairo (26 and 27), Nicosia (28-30).

Seddons Motors Ltd., one of the largest exporters of commercial vehicles and bus chassis to the Middle East, has been established in the United Kingdom for more than 50 years. Middle East buyers range from small independent operators to large transport undertakings.


*For any control*

*of any of your goods*

**EXPORTED FROM**
**IMPORTED INTO**
**IN TRANSIT THROUGH** **ROMANIA**

*apply to*

OFICIUL DE CONTROL AL MARFURILOR
OCM
BUCHAREST-ROMANIA

**OCM-GOODS CONTROL OFFICE**
**BUCHAREST**
**BLV. N. BALCESCU, 22**
PHONE: 13.06.79

CABLES: OCEME

TELEX 011374 CAMROM

# EXPORT ORDERS

### Mill expertise for Italy

One of Italy's well-known engineering firms will in future be building rolling mills for the steel and non-ferrous industries to the designs of a British company. This development follows the granting of a licence by Loewy Robertson Engineering Co. Ltd., Poole, Dorset (a Davy-Ashmore company), to Danieli & C. SpA of Buttrio, Udine, Italy.

The licence covers rolling mills and ancillary equipment to process strip, sheet and foil products. It includes the advanced technology, in which Loewy Robertson claim a world lead, for hydraulic position-controlled, constant-gap mills. These mills are capable of producing strip and sheet consistently to high standards of accuracy, with consequent improved yield from the plant.

Loewy Robertson has already sold 25 such mills in the United Kingdom and abroad.

### Clearing house

Door-to-door delivery in one truck for European and other overseas markets is now provided to and from the Victor Engineering (Rainham, Essex) factory of the Samuel Hodge group of companies—for 40 years an international clearing house of specialist skills applied to rebuilding complex, sophisticated machine tools used by the automotive industry and other bulk producers.

Currently rebuilding at Rainham are a series of gear lapping machines for the Adam Opel car company of Russelsheim, West Germany, grinding machines for aircraft production for Pratt and Whitney of East Hartford, Connecticut (which immediately followed a similar order for American air firm Curtis Wright), and line production machines for Vauxhall, Ford and other manufacturers in this country and abroad.

### Tanks for Iceland

Kenneth Forbes (Plastics) Ltd., Downham Market, Norfolk, recently supplied a 2,000-gall.-capacity tank to Asgardur AF of Gardahreppi, Iceland. The tank is made of UPVC reinforced externally with glass fibre and is used for the storage of sodium-hypochlorite.

This is one of several export orders received by the company.

### Compressors for Poland

A £200,000 order for the supply of screw compressors to Poland has been won by Howden Godfrey Ltd., Glasgow, compressor manufacturing subsidiary of the Howden Group Ltd. The compressors will form part of a high-purity nitrogen plant being installed at Torun by Petrocarbon Developments Ltd.

### Sales up 37 per cent

Export sales of C. & J. Hampton, Sheffield, for the quarter ended June 30 rose by over 37 per cent compared with the same period last year—'Record' tools to the value of £270,000 were sold overseas during the 1970 three-month period and this year the figure soared to £370,000. These facts were reported recently by Mr. R. Elliott, Hampton's sales director.

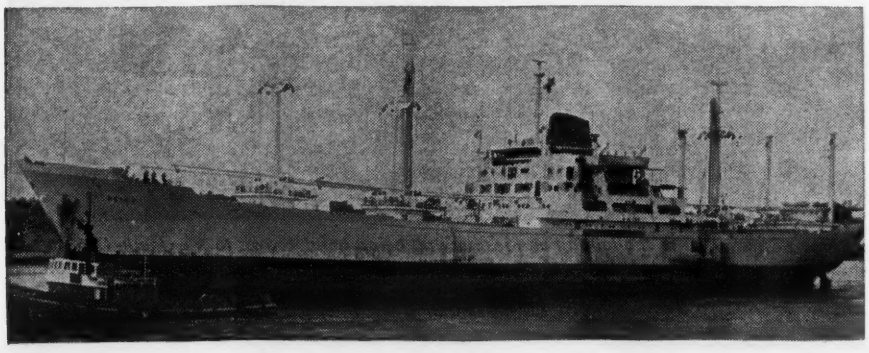
The wide spread of the company's operations is shown by sales increases reported during the quarter ending June 30 from Australasia, the United States, Central and South America, Europe (including Scandinavia), Africa, the Middle East, Asia and the Far East. The range of engineering and woodworking hand tools include vices, pipe tools, tube-bending machines, bolt cutters, cramps and planes, which are exported to more than 120 countries.

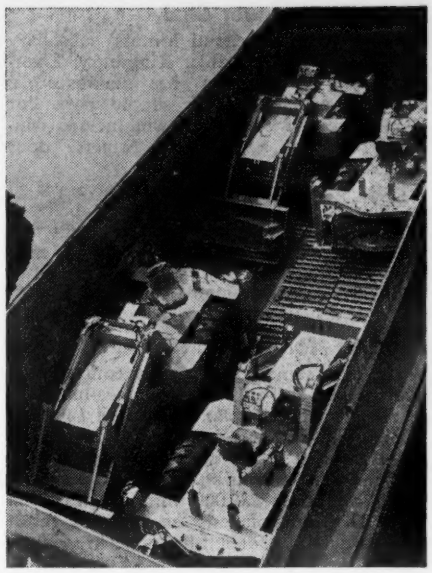
## Ship repair yards busy on the Tyne

Of 11 ships now repairing at the North Shields and Wallsend dry docks of Swan Hunter Shiprepairers Tyne Ltd., seven are from overseas. Two fly the Swedish flag, two are from Norway, one from Chile, one from Liberia and another from Portugal. The vessels range from the 36,200-ton *Laponia* to the 1,400-dwt. *Bia*, both vessels being Swedish owned.

Work on the vessels ranges from heavy steelwork damage repairs to hatch conversions, from complete refits and major engine work to standard inspections and surveys. One ship, the 12,230-ton dwt. motor vessel *Beira* (illustrated), was recently towed from Lisbon to the North Shields dry docks. She suffered extensive fire damage at Lisbon and her Portuguese owners hired a tug to bring her on a gale-lashed, 14-day journey to the Tyne. The *Beira* will be at North Shields for more than four months, during which major steel and superstructure replacement will involve the use of more than 300 tons of new steel.

The most sophisticated job in the yards is the Chilean destroyer *Almirante Williams*, in the Wallsend docks for an 18-month refit. This contract with the Chilean Naval Mission is in co-operation with Plessey Radar Ltd. When the refit is complete she will be followed into the yard by her sister ship, *Almirante Riveros*. Work on the two ships will span three and a half years and a special dockside office has been built to accommodate the Swan Hunter, Plessey and other technicians and the Chilean Naval Staff.





*Whitlock Bros. Ltd. of Great Yeldham, Essex, have received an order from Israel worth over £50,000 for their 570 offset excavator loaders. Four of the machines are pictured before loading on the s.s. 'Fairwind' at the East India Docks in London. The machines will have their first public showing in Israel at the British Agricultural and Food Processing Exhibition being held in Tel Aviv on November 16-25, where Whitlock, in conjunction with their distributors, Palestine Automobile Corporation Ltd., will be exhibiting.*

### £1.75 million contract

English Electric-AEI Machines Ltd., Rugby, Warwicks, have been awarded a £1.75 million contract by the General Electric Company of Australia Ltd., covering all four electric generator/motor units for the first phase of the Shoalhaven scheme of the Electricity Commission of New South Wales. Two of the units are to be installed at Kangaroo Valley Power Station and two at Bendeela Power Station, both stations being constructed in the Kangaroo Valley inland from Nowra.

The Shoalhaven multi-purpose project is scheduled to begin operation in 1976 and, apart from the Snowy Mountains scheme, is claimed to be the largest pumped storage scheme in Australia.

### Instruments for Finland

Honeywell has received a two-part contract worth about £160,000 for VutroniK instrumentation to be installed in the new cupronickel smelting plant of Outokumpu Oy now being erected in Finland.

First part of the contract, worth about £60,000, was placed by BOC-Airco Cryogenic Plant Ltd. in Britain and calls for the total engineering design, installation and commissioning of instrumentation to control the feeding of oxygen to the cupro-nickel smelters. The air separation plant used to supply the oxygen is being erected by BOC-Airco for the Finnish company.

VutroniK instrumentation for the smelters was ordered by Outokumpu through Honeywell's Finnish company. This part of the contract, which also calls for Honeywell's comprehensive automation service—design, installation and commissioning—is worth around £100,000.

VutroniK instruments are manufactured at Honeywell's Uddingston factory in Scotland.

## £2-million-a-year deal

AC-Delco, the General Motors' subsidiary with plants at Dunstable, Kingsbury, Liverpool and Southampton, has announced a £2-million-a-year deal to supply parts for Opel cars. The equipment will include window regulators, windscreen wipers, door latches and heater motors.

Final details of the contract have yet to be worked out, but negotiations between AC-Delco's equipment sales department and the Opel headquarters in Russelsheim, near Frankfurt, over the past year have resulted in a firm contract to supply the parts.

## £80,000 Norwegian contract

The high standard of quality control built into the new £10-million continuous-tube mill at the Wednesfield plant of Tubes Ltd. has helped win contracts from Norway. Kvernelands Fabrikk A/S, a leading agricultural machinery manufacturer, has placed contracts worth well over £80,000 with this TI Steel Tube Division company as a direct result of tube quality. Hot finished tube in medium carbon steel in sizes from 3.5 to 4.5 in. outside diameter will be used for major structural members in ploughs, harrows, hay fork lifts and other implements.

TI (Export) Ltd. and their Norwegian agent, Bjarne Sjong & Co. of Oslo, negotiated this contract.

## Paper machinery for Argentina

Argentine's largest paper producer, Celulosa Argentina, has invested in two sheeter installations as part of a modernisation programme covering their paper finishing department. The order, placed with Masson Scott Thrissell Engineering Ltd., London, and valued at some £200,000, is for two 2,160-mm. LQ1000 Series precision sheeters destined for the mill at Capitan Bermudez in the province of Santa Fe.

## Russian contract completed

Sim-Chem Ltd. have completed, on behalf of Constructors John Brown Ltd., a £5-million dimethyl terephthalate (DMT) plant in the USSR. The contract called for the design, procurement, supervision of erection and commissioning by Sim-Chem, using the Katzschmann process of Chemische Werke Witten GmbH. The plant has a capacity of 54,000 tpa and at the time of its inception was one of the largest in the world. It is part of the Mogilev complex now coming into production and supplies one of the essential feedstocks for the polyester fibre plant supplied by Polyspinners Ltd.

Sim-Chem, a Simon Engineering company, recently completed a £20-million contract for four polythene plants in the USSR and are currently carrying out a £12½-million contract for a polyester film plant to be built at Vladimir, USSR.

## Contract worth over £5.5 million

The Mirrlees Watson Co. Ltd., Glasgow, has received a contract from C.A. Central Rio Turbio of Venezuela, for the design, supply, and erection—on a turnkey basis—of a raw sugar factory capable of processing 4,000 tons of sugar cane per day. Manufacture and delivery of plant and equipment will begin immediately and the factory is scheduled to begin commercial operation in February 1973.

The value of the contract, obtained against worldwide competition, is in excess of £5.5 million and is the second order of this magnitude obtained by Mirrlees Watson from Venezuela in the past four years.

## Showers for cruise vessels

Walker Crosweller & Co. Ltd., Cheltenham, have secured an order for 345 of their Leonard thermostatic showers for installation on a 22,000-ton Norwegian cruising ship. The luxury cruiser—being built by Wärtsilä of Helsinki, Finland, for the Norwegian line Det Bergenske Dampskibselskab—is scheduled for delivery by mid-1972.

This is the fourth ship built by Wärtsilä to use Leonard showers. Previously, Walker Crosweller supplied over 1,400 showers for three 17,500-ton Royal Caribbean Cruise Line ships. Two of these, *Song of Norway* and *Nordic Prince*, are already in operation and the third, *Sun Viking*, will be launched by the end of 1971.

## Pipeline contract in USSR

Constructors John Brown has been awarded a £7.75 million contract by V/O Techmashimport for the design and engineering of an ethylene pipeline system in the USSR. The contract also includes the procurement of materials (with the exception of the linepipe) and the supervision of erection and commissioning. The system will link the ethylene plant of the major petrochemical complex at Nijnekamsk with Kazan and Ufa.

This is CJB's eleventh major contract in the USSR since 1960.

## Radars for the Rhine

An order worth nearly £33,000 for 25 Astaron 300 series 12-in. special radars has been received by Electronic Laboratories (Marine) Ltd., Poole, Dorset (a Brocks Group company), from their Dutch agents, Telecommunicatie Industrie Becker NV (Radio Becker), for craft operating on the Rhine. A planned extension to the order covers the supply of 100 similar sets annually for a total of five years, making a potential value of some £750,000.

## £3 million contracts

Contracts worth £3 million have been gained by Costain (Australia) Pty. Ltd. of Melbourne, part of the British Costain Group. The largest concerns the construction of a three-storey shopping complex at Beach Street, Frankston, Victoria, for the National Mutual Life Association of Australia Ltd. The £1.7 million project, designed by architects McIntyre, McIntyre and Partners Pty. Ltd., involves the use of of a reinforced concrete frame and floors with metal deck roofing on light steel trusses.

## Second order from US

Gibbons Brothers Ltd., Brierley Hill (Staffs.), a member of the Gibbons Dudley Group, has obtained an order worth about £100,000 to supply a 'package' kiln to the United States. The order is from a large ceramic factory in Pennsylvania for a gas-fired kiln, 200 ft. in length, to fire domestic tableware.

This is the second order from the United States for a Gibbons 'package' kiln. Other kilns are already working in Spain, Portugal, Greece, Thailand and other countries.

The package idea calls for the design and modular construction of the kiln at the Brierley Hill factory, the sections being shipped abroad in containers.

## Valves ahead of schedule

Following a major fire in a refinery complex at Czechowice, Poland, extensive plant reconstruction is urgently required. High on the list of vital necessities needed for the reconstruction programme are pipeline shut-off valves, and the department of Polish industry responsible for the supply of such equipment, the Associated Industries of Chemical Plant Equipment, has been hurriedly checking the stock and production schedules of existing suppliers among international valve manufacturers.

The Polish organisation's commercial director and production manager recently visited Serck Audco Valves at Newport, Salop, seeking to bring forward a previously placed order of almost £100,000 for Audco lubricated plug valves, on which the original delivery date was the end of this year. Through intensive effort the company has been able to promise delivery of the urgently required valves within three weeks, a delivery date at least three months ahead of original schedule.

## Repeat order

Todd Combustion Ltd. of Swanley, Kent, a member of the CEA Group, is supplying three self-seal, quick-release burners and acoustic nozzles for the conversion of the second boiler of the turbine tanker *Trollheim* for their clients, Hjalmer Bjorge of Norway.

The first boiler on the ship was converted by Todd earlier this year and the contract for the second conversion has resulted from the extremely good performance of the equipment—the nozzles have operated at maximum efficiency without cleaning since their installation two months ago.

*A Simon Snorkel 85-ft. firefighting and rescue unit being handed over to Mr. Jevtic (left), chief fire officer of Belgrade Fire Service, by Mr. D. Fereday (centre), marketing director of Simon Engineering Dudley Ltd., the manufacturers. After a short training course at the Simon factory, Mr. Jevtic and two technical assistants drove their Snorkel via the Hull/Rotterdam Ferry, through Germany and Austria to Belgrade.*

# TRADE INFORMATION

## Servicing of electrical and electronic equipment in the United States

**by David C. Hall, British Trade Development Office, New York**

SERVICING and repair of electrical and electronic equipment represents a major problem to the manufacturer in every market into which he sells. At first sight the United States' market might seem to present a greater than normal problem compared with say the home market or the European market. However, servicing and repair of equipment also represents a major problem to the smaller domestic supplier in the United States. A Californian manufacturer is almost as far away from the important market in the North East of the USA as is a manufacturer in the United Kingdom. It is only the largest American corporations which can afford, or even justify on economic grounds, to establish a nationwide service and repair organisation to back up their equipment.

Over the last few years some of the major US organisations active in the electrical and electronics industry have started to offer their extensive service and repair facilities to smaller manufacturers of non-competing equipment.

Early in 1971 the British Trade Development Office in New York mounted a national survey of major US manufacturers in the electrical and electronic fields to find out which manufacturers could offer after-sales service and repair facilities and whether or not they were prepared to handle UK manufacturers' products. Eight major US corporations were willing to provide such services for UK manufacturers. Areas of competence and costs of such services to the UK manufacturers have been identified. The report on this survey includes a general summary of equipment servicing and repair facilities in the United States; details on each of the eight national organisations are also given. It also gives information on the 1800-member Electrical Apparatus Service Association, serving both the United States and Canada.

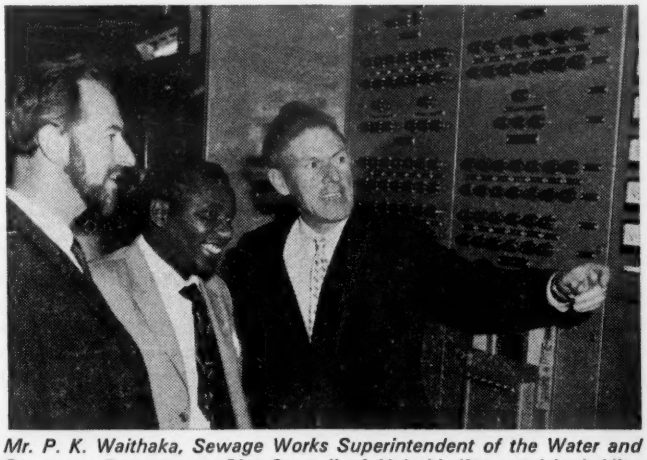
The report is available free of charge from the Department of Trade and Industry, Export Services Division (Importers Lists Section), Export House, 50 Ludgate Hill, London EC4M 7HU. (Telephone 01-248 5757 extension 245), quoting reference ESD 2984G.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

*Sugar beet trials in 12 countries have been laid down this year by the Hilleshog Seed Co. of Sweden—in all there are more than 45,000 plots, including 4,500 in England. Picture shows Dr. Kjell Linqvist, director in charge of breeding, showing a party of visitors round the Hilleshog breeding station at Brooke, Norfolk which he set up in 1936. The current Hilleshog variety is Monotri—a monogerm variety marketed in England by the Miln Marsters Group of Kings Lynn and Chester.*

**HUNGARY AND DENMARK:** At a recent meeting in Budapest of the Danish-Hungarian Mixed Commission set up in accordance with the terms of the Long-term Trade Agreement between Hungary and Denmark, a Protocol was signed governing trade between the two countries during 1971. Under the protocol Hungary will export to Denmark textile piece-goods and articles, gloves, footwear, artificial leather, aluminium wires and cables, welded steel tubes and furniture. Imports from Denmark will include machinery, fish and fish products, pharmaceutical and chemical products, precision instruments, optical and electrical instruments, raw hides and pelts, paper and paper goods. Further details including the commodity lists for 1971 are available to British exporters from Tariff Section.

**EDB Ext. 458, 459, 461**



*Mr. P. K. Waithaka, Sewage Works Superintendent of the Water and Sewerage Department, City Council of Nairobi, Kenya, visited Allen West-EAC Ltd., Moulsecoomb, Brighton, during a United Kingdom tour. Mr. Waithaka, who is responsible for the operation of two large sewage works using Allen West-EAC equipment, wanted to study its manufacture at first hand. Picture shows (left to right): Mr. S. E. Seeley, mechanical engineer, Howard Humphreys & Sons, who arranged the visit; Mr. Waithaka and Mr. A. E. Pegg, Allen West-EAC motor control centre commercial manager.*

*For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL*

**TRANSLATIONS**

*Contact:*— Dr. FRY'S TRANSLATION SERVICE

2 Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

# TARIFF & TRADE NOTICES

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

## European Communities

**COMMON AGRICULTURAL POLICY:** The texts of the following Regulations, Decisions and Directives which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of these Regulations, etc., may be seen on application.

Regulation (CEE) No. 1775/71 alters the countervailing amounts in the agricultural sector following the temporary widening of the margins of fluctuation in the currencies of certain Member States (*Journal Officiel* No. L184 dated August 14, 1971).

### Fruit and vegetables

Regulation (CEE) No. 1761/71 fixes the standard average values for the valuation of imported citrus fruits (*Journal Officiel* No. L182 dated August 12, 1971).

Regulation (CEE) No. 1754/71 abolishes the countervailing duty on imports of plums from Spain (*Journal Officiel* No. L181 dated August 11, 1971).

Regulation (CEE) No. 1785/71 fixes, for the purpose of applying the procedure for import certificates for tomato purée, the percentage applicable to the reference quantity (*Journal Officiel* No. L184 dated August 14, 1971).

Regulation (CEE) No. 1786/71 modifies Regulation (CEE) No. 1738/71 relating to the non-application of the system of import certificates for imports of tomato purée from third countries (*Journal Officiel* No. L184 dated August 14, 1971).

### Wines

Regulation (CEE) No. 1783/71 relates to the procedures for applying the obligation to distil the by-products of wine making (*Journal Officiel* No. L184 dated August 14, 1971).

Regulation (CEE) No. 1784/71 alters the amount of aid provided by Regulation (CEE) No. 1437/70 relating to storage contracts for table wine (*Journal Officiel* No. L184 dated August 14, 1971).

### Cattlemeat

Regulation (CEE) No. 1795/71 modifies Regulation (CEE) No. 1097/68 in respect of conditions for holding stocks and definitions of fore quarters and hind quarters of adult bovine animals (*Journal Officiel* No. L187 dated August 19, 1971).

### Cereals and rice

Regulation (CEE) No. 1793/71 suspends the fixing in advance of the levies in the cereals and rice sectors (*Journal Officiel* No. L186 dated August 18, 1971).

**EDB Ext. 7174, 408**

**CORRECTION:** The *Journal Officiel* No. L188 contains a correction to Regulation (CEE) No. 1411/71 drawing up additional rules on the common organisation of the markets in the milk and milk products sector (CCT No. 04.01).

**EDB Ext. 7174, 408**

**TRANSPORT:** Decision 71/300/CEE settles the difference between France and Belgium on fixing the level of tariff prices for the transport of goods by road between the two countries in implementation of Regulation (CEE) No. 1174/68 (*Journal Officiel* No. L182 dated August 12, 1971).

Decision 71/301/CEE settles the difference between France and the Netherlands on fixing the level of tariff prices for the transport of goods by road between the two countries in implementation of Regulation (CEE) No. 1174/68 (*Journal Officiel* No. L182 dated August 12, 1971).

**EDB Ext. 7174, 408**

**IMPORTS FROM YUGOSLAVIA:** Regulation (CEE) No. 1755/71 institutes a Community surveillance of imports of urea (CCT No. 29.25 A I) from Yugoslavia (*Journal Officiel* No. L181 dated August 11, 1971).

**EDB Ext. 7174, 408**

**EEC AND LEBANON:** Decision 71/297/CEE concludes an agreement renewing the agreement on trade and technical co-operation between the EEC and the Member States on the one hand and the Lebanese Republic on the other (*Journal Officiel* No. L181 dated August 11, 1971).

**EDB Ext. 7174, 408**

**HARMONISATION OF LEGISLATION:** The *Journal Officiel* No. L185 dated August 16, 1971 contains the text of Directive 71/307/CEE concerning the harmonisation of Member States' legislation relating to textile markings.

**CRE Ext. 2354/5**

**RIGHT OF ESTABLISHMENT AND FREEDOM TO SUPPLY SERVICES:** Directive 71/304/CEE relates to the abolition of restrictions on freedom to supply services in the sphere of public works contracts and on the award of public works contracts through agencies or branches (*Journal Officiel* No. L185 dated August 16, 1971).

Directive 71/305/CEE relates to the co-ordination of procedures in the public works sector (*Journal Officiel* No. L185 dated August 16, 1971).

Directive 71/306/CEE establishes an advisory Committee in the public works sector (*Journal Officiel* No. L185 dated August 16, 1971).

**CRE Ext. 2354/5**

**MACHINE TOOLS:** The *Journal Officiel* No. L182 dated August 12, 1971 contains the text of Recommendation 71/302/CEE addressed to Member States concerning the use of the numerically controlled machine tool in the EEC countries.

**CRE Ext. 2354/5**

**MANUFACTURERS** *take the cost and difficulties out of exporting by appointing a reliable Exporter to handle your goods. Contact*

**IRONSIDE LIMITED,**
(ESTABLISHED 1922)
**110 Cannon Street, LONDON, EC4N 6DU**
Telephone: 01-623 0166 Telex: 885969 Cables: NORISIDE LONDON EC4

## France

**EXCHANGE CONTROL REGULATIONS:** The French *Journal Officiel* of August 21 published the text of the Arrete and circular implementing the dual exchange rate system. With the same object in view three other circulars modify the text of earlier circulars. A particular amendment is that, with effect from August 21, all payments for imports of a value of Francs 5,000 or more (previously Francs 10,000 or more) are to be effected through accredited agents, and henceforth payments for goods of a value between 250 and 5,000 Francs must be effected within a month of customs clearance.

**EDB Ext. 423, 408, 288**

## Spain

**FOOD LABELLING REGULATIONS:** In an Order dated March 11, 1968, published in the *State Gazette* of March 14, 1968, and notified in the *Board of Trade Journal* dated April 12, 1968 (page 1193), the Spanish authorities laid down regulations for the importation, preparation and labelling, etc., of preserved, semi-preserved and other food products. In the *State Gazette* of August 6, 1971, a Spanish Ministry of Commerce Resolution dated July 21 establishes that the use or presence of cyclamates in these products must now be clearly shown (in milligrams) on each container or packet.

**EDB Ext. 462, 471/2/3**

## Israel

**ORDER ON PRICES OF FUEL:** The Israeli authorities have issued an Order in respect of prices of fuel. The products affected are: 83 and 94 octane benzine, gas oil, cracked gas oil, kerosene, Diesel oil, special light Mazut, and liquefied petroleum gas.

**FUEL EXCISE ORDER:** The Israeli Fuel Excise Order (Imposition of Excise) 1966 has been repealed and the new Order, dated 1971, shows the following rates:

| | Unit | Excise rate |
|---|---|---|
| Liquefied petroleum gas | kg. | IL 0.20 |
| Benzine | | |
| (*a*) of a special boiling point, intended specially for the extraction of vegetable oils from seeds, beans or oleaginous nuts, or from oil cakes thereof, or for the extraction of oil from olive waste for the production of soap | lt. | IL 0.22 |
| (*b*) Other | | |
| 1. of an octane number not exceeding 83 | lt. | IL 0.42 but not less than 70 per cent of the price to the consumer |
| 2. of an octane number exceeding 83 but not more than 85 if the benzine is used to operate vehicles of the Israeli Defence Force | lt. | IL 0.42 |
| 3. Other | lt. | IL 0.495 but not less than 70 per cent of the price to the consumer |
| Petroleum gas and gaseous hydrocarbons extracted from natural sources | cu. m. | IL 0.16 |
| Gas oil | lt. | IL 0.05 |
| Kerosene | lt. | IL 0.07 |

**EDB Ext. 420, 475**

**TARIFF AMENDMENTS:** The Israeli authorities announce the following tariff changes:

| Tariff No. | | Old rate of Duty per litre | New rate of Duty |
|---|---|---|---|
| 27.10 | Petroleum oils and oils obtained from bituminous minerals, other than crude preparations not elsewhere specified or included, containing not less than 70 per cent by weight of petroleum oils or of oils obtained from bituminous minerals, these oils being the basic constituents of the preparations | | |
| 1000 | S B P Benzine | IL 0.33 | IL 0.42 |
| 1510 | of an octane number not exceeding 83 | IL 0.33 | IL 0.42 |
| 1590 | Other | IL 0.365 | IL 0.495 |
| 2500 | Kerosene | Exempt | IL 0.07 |
| 3000 | Solar | Exempt | IL 0.05 |
| 27.11 | Petroleum gases and other gaseous hydrocarbons | IL 0.25 | IL 0.20 |

**EDB Ext. 420, 475**


# UK to the Continent in 48 hours*, door to door

complete container service

Geest containers Geest transport and Geest people operating this unrivalled service

Highly competitive inclusive rates, unrivalled reliability, and delivery normally within *48 hours anywhere within 200 miles of Rotterdam. And we collect from you, handle documentation too! This is the no-worry daily container service for exporters. If you have small loads groupage facilities are at these centres: Barry, Birmingham, Glasgow, Ipswich, Liverpool, London, Southampton and South Kirkby (Yorkshire). The facts . . . call any number listed.

*parts of Germany may take a little longer.

GEEST LINE

**Spalding Lincolnshire PE11 2AL.**
**Tel: Spalding 3901 Telex 32235**

**AREA OFFICES**

**No. 2 Dock,** Barry, Glamorgan
Tel: 044 62 78131. Telex 49428.

Byng Street, Bootle, Liverpool
Tel: 051 922 6760.

No. 3 Transit Shed, Cliff Quay, Ipswich, Suffolk
Tel: Ipswich 55032
Telex 98173

Langthwaite Grange Industrial Estate, South Kirkby, Pontefract, Yorkshire
Tel: South Elmsall 3333
Telex 557360

**Killick, Martin & Company Ltd**
Crown House, Linton Road, Barking, Essex
Tel: 01-594 7191
Telex 897886

**Killick, Martin (Southampton) Ltd**
100 Canute Road, Southampton SO1 1AG
Tel: Southampton 32711
Telex 47444

**Killick, Martin (Birmingham) Ltd**
St. Martin's House, Bull Ring, Birmingham 5.
Tel: 021 643 9051 Telex 338807

**R. M. Beveridge & Co. Ltd**
14 St. Vincent Place, Glasgow C1
Tel: 041 221 3615 Telex 778118

54 Commercial Street, Dundee
Tel: Dundee 22131

64 Constitution Street, Leith, Edinburgh 6
Tel: 031 554 1557.

Station Road, Grangemouth, Stirlingshire
Tel: Grangemouth 5921

## UAR (Egypt)

**IMPORT REGULATIONS:** Decrees No. 543 of 1968 concerning the system of import without currency transfer, 1009 of 1969 concerning the import of commodities, such as personal effects, advertising material, commodities for fairs and films, without currency transfer, and 1010 of 1969 regarding the import of cars without currency transfer have been succeeded by Decree No. 555 of 1971.

**EDB Ext. 420, 475**

## Syrian Arab Republic

**IMPORT REGULATIONS:** According to a French translation of Arrete No. 267 of July 5, the Syrian Government have announced their decision to authorise, with effect from that date, the import, by importers holding certificates from the local Chamber of Commerce, of products falling under the following Syrian tariff numbers, which were previously prohibited as 'luxury' goods. Each individual qualified importer will be granted an exceptional licence not exceeding a total of S£24,000 a year, but no information is available about the size of the overall import quotas for each commodity:

| | | | |
|---|---|---|---|
| 33/6 | 58/4/a-58/4/b | 67/1 | 74/16 |
| 34/5/a | 58/5 | 67/2 | 74/18 |
| 34/6 | 58/7 | 68/2/b/1 | 74/19/a |
| 39/7/d | 58/8 | 68/10/a | 75/6/b |
| 42/2 | 58/9 | 68/11/c | 76/15 |
| 42/3 | 59/1 | 68/7/b | 83/6 |
| 42/5/b | 60/1 to 60/5 | 68/16 | 83/7 |
| 43/1 to 43/4 | 61/1 to 61/4 | 69/13 | 83/9 |
| 44/21 | 61/8, 61/10, 61/11 | 69/14/b | 83/13 |
| 44/24/b | 61/5 | 70/9 | 87/10 |
| 44/25 | 61/6 | 70/19 | 91/4 |
| 44/28 | 61/7 | 71/12 | 92/11 |
| 50/9-50/10 | 61/9 | 71/13 | 96/5 |
| 51/4-52/2 | 62/1-62/2 | 71/14 | ch. 97 |
| 56/7 | 62/5 | 82/9/a-82/14/a | 98/1 |
| 53/11 | 63/1 | 71/16 | 98/3 |
| 53/12-53/13 | 65/1 to 65/6 | 73/31 | 98/5 |
| 58/3-58/10 | 66/1 | 73/34 | 98/12/a |
| 55/7 | 66/2 | 73/39 | 98/15/b |
| 55/8-55/9 | 58/4/d-58/4/c | 73/40 | |

**EDB Ext. 420, 475**

## Ghana

**IMPORT INSPECTION PROPOSALS:** Further to the notices published in *Trade and Industry* of June 23 and August 12, information has now been received from the British High Commission in Accra announcing that, with immediate effect, Item No. 653—Textile fabrics woven (not including narrow or special fabrics) will be subject to inspection. The Bank of Ghana also announces that all letters of credit established before July 1 for the importation of such goods requiring inspection should be amended to comply with the regulations as published in the Ghana *Commercial and Industrial Bulletin* of June 11. Clearance of these goods will not be permitted if they arrive in Ghana on or after September 1 unless they have been inspected.

**EDB Ext. 471/2/3**

**IMPORTATION AND SALE OF CARS:** Notice to Importers No. 368 published in the Ghana *Commercial and Industrial Bulletin* of August 13 announces the import licensing regulations on the importation of cars and the sale of cars into Ghana. The effect of this notice is to ban, with certain exceptions, the importation of passenger cars into Ghana from Tuesday, July 27, 1971.

**EDB Ext. 471/2/3**

## Libya

**CHOLERA PRECAUTIONS:** In view of the increase in the incidence of cholera in neighbouring countries, the Libyan Government has announced that it is to intensify checks on travellers arriving in Libya to ensure that they are free of infection and are carrying valid certificates of inoculation against cholera.

**CRE Ext. 2357**

**AGRICULTURAL CO-OPERATIVES:** The Libyan Government has promulgated a law providing for the establishment of agricultural co-operatives. Under the law, co-operatives will be supported by government grants and loans from the agricultural bank. They will also be exempted from payment of all taxes and charges on contracts, stamp duty, income tax and customs duties and will be able to purchase seeds, fertilisers and insecticides at a discount of 5 per cent. In addition, they will have priority over individuals in dealing with the government and will be exempted from paying provisional guarantees when submitting tenders.

**EDB Ext. 420, 475**

**AGRICULTURAL SUBSIDIES:** Under recently published regulations, Libyan farmers will be granted Government subsidies equivalent to 25 per cent of the cost of agricultural machinery; agricultural co-operatives will be granted subsidies equivalent to 50 per cent of the cost of such machinery. Farmers and co-operatives will be eligible for a subsidy equivalent to 50 per cent of the cost of purchases of prepared, balanced and concentrated forage, chemical insecticides and chemical and organic fertilisers.

**EDB Ext. 420, 475**

## Algeria, Morocco and Tunisia

French is the foreign language most widely used in business and official circles in Algeria, Morocco and Tunisia. It is therefore essential that any literature or correspondence for firms in these countries should be in French. Similarly weights and measures should be quoted in metric and prices in local currency.


**FOR FAST OVERLAND SERVICES** Containers, Tankers, Low Loaders, Box, Tilt and Refrigerated T.I.R. Trailers
GROUPAGE & FULL LOADS

**TURKEY, IRAN, IRAQ, KUWAIT, SAUDI ARABIA**

BAHREIN, ABU DHABI, DUBAI, DOHA, LEBANON, SYRIA, JORDAN, AFGHANISTAN, PAKISTAN
GREECE, BULGARIA, YUGOSLAVIA, RUMANIA, HUNGARY, AUSTRIA, CZECHOSLOVAKIA, POLAND, MOSCOW, TRIESTE
Also to: HOLLAND, BELGIUM, GERMANY AND AUSTRIA

ECONOMICAL RATES BY SEA TO BEIRUT, ISTANBUL, ISKENDERUN, LATAKIA, THEN BY ROAD TO MIDDLE EAST
ALSO ROAD TO ISTANBUL THEN AIR TO MIDDLE EAST

TOPKAPI **T.T.T.**

HEAD OFFICE: LONDON, GILLIES STREET, N.W.5. Tel. 01-267 3221 Telex. 267 717

ALSO DAILY GROUPAGE FROM THE REGIONS ON THROUGH RATE

GLASGOW Tel. 041 221 0381. Telex 77174 MANCHESTER Tel. 061 872 5671. Telex 668716
BIRMINGHAM Tel. 021 552 5391. Telex 339080 BRISTOL Tel. 0272 23137. Telex 44129

SIMILAR GROUPAGE SERVICES FROM CONTINENT TO TURKEY & MIDDLE EAST

## Republic of South Africa

**CUSTOMS TARIFF APPLICATION:** Customs Tariff Application List No. 534 published in the South African *Government Gazette* of August 20, contains an application to the Board of Trade and Industries for increase in duty on certain chemicals used as anti oxidants vulcanisation retarders and vulcanisation accelerators from 25 per cent *ad valorem* to 25 per cent *ad valorem* or 40 c. per kg.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Division which can also provide details of the chemicals concerned.

**CRE Ext. 2274**

## Sierra Leone

**NOTICE TO IMPORTERS:** The following notice was published in the *Sierra Leone Gazette* of August 12.

### Government Notice No. 761: National Trading Company

The public is hereby informed that Government has given exclusive rights to the National Trading Company Ltd., incorporated in Sierra Leone under the Companies Act (Cap. 249) on April 8, 1971 to import the commodities listed below in accordance with their classification in the Import and Export List:

| Item | Commodity description |
|---|---|
| 013-810 | Corned meat in airtight containers |
| 022-110 | Milk and cream (including buttermilk, skim milk and whey) evaporated or condensed (in liquid or semi-solid form) sweetened |
| 022-120 | Milk and cream (including buttermilk, skim milk and whey) evaporated or condensed (in liquid or semi-solid form) unsweetened |
| 032-011 | Sardines, excluding pilchards |
| 054-510 | Onions and garlic, fresh |
| 055-530 | Tomato puree, paste and concentrates |
| 055-590 | Baked beans only |
| 061-200 | Beet and cane sugar refined |
| 071-300 | Coffee extracts, coffee essences and similar preparation containing coffee |
| 074-000 | Tea and mate |
| 421-400 | Groundnut oil |
| 421-500 | Olive oil |
| 421-900 | Soya bean oil, cotton seed oil, sunflower seed oil, rape, colza and mustard oil |
| 422-800 | Fixed vegetable oil, n.e.s. |

No importation of any of the commodities listed above by any importer other than the National Trading Company Ltd. will be allowed after October 31, 1971.
Dated August 6, 1971.

**EDB Ext. 471/2/3**

## Ceylon

**REINTRODUCTION OF CURFEW:** It was announced on page 257 of *Trade and Industry*, dated August 5, that the curfew had been restricted to the Western Province of Ceylon, including Colombo and its immediate environs, and operated from 11 p.m. to 4 a.m. The curfew has now been reintroduced from 9 p.m. to 5 a.m. in the Anuradhapura, Polonnaruwa, Puttalam and Vavuniya Districts in North-Central, North-Western and Northern Provinces.

**CRE Ext. 2278**

**STATE TRADING CORPORATIONS:** The Ceylon Government recently announced the establishment, under the Sri Lanka State Trading Corporations Act, No. 33 of 1970, of the Building Materials Corporation. The new Corporation will handle the import, supply and distribution of building materials for public sector organisations only.

The Government also announced, on July 14, the setting up of the Sri Lanka State Trading (Tractor) Corporation. From the date of the announcement all imports of the following items will be controlled by the Corporation, which has stipulated that no local agents will in future be used for importing them:

(*a*) tractors;
(*b*) tractor accessories, spare parts and components;
(*c*) earth-moving machinery; and
(*d*) spare parts, accessories and components of earth-moving machinery.

**EDB Ext. 471/2/3**

## Republic of Vietnam

**IMPORT LICENCE EXTENSION:** The Government of Vietnam has announced that it will not permit validity extension of commercial import licences except in certain rare and exceptional cases and in accordance with certain stringent conditions.

**ESD Ext. 420, 475**

**IMPORTS OF DIESEL ENGINES:** The Government of Vietnam has announced that Government funds may no longer be used to import diesel engines of 10 horse-power or below.

**ESD Ext. 420, 475**

**IMPORT OF COMMODITIES BY GOVERNMENT DEPARTMENTS:** The Government of the Republic of Vietnam has announced that commodities required by Government Departments and military agencies may be imported at the exchange rate of 118 Vietnamese piastres per US$ even when they are indicated in the list of goods to be imported through the Limited Parallel Exchange market.

**ESD Ext. 420, 475**

## Republic of Indonesia

**DEVALUATION OF THE RUPIAH:** The Bank Indonesia announced on August 23 that the middle trading rate for the rupiah is 415 to the US dollar. This represents a devaluation of 9.78 per cent. The Minister of Finance announced that a special rebate would be granted to importers using DK funds. The rate for the rebate for each US dollar's worth of goods purchased is as follows:

United States and Canada: 60 rupiah
Britain, Belgium, Netherlands, West Germany and France: 40 rupiah
Australia, New Zealand, United States (untied credits): 30 rupiah
Japan: 20 rupiah.

The rebates will be paid by foreign exchange banks (who will recover from Bank Indonesia) against presentation of customs clearance documents and will apply to purchases from August 23.

**CRE Ext. 2253**

### ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699). ECGD has 20 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

**BELGIUM**

To reach buyers in the field of Paints and Varnishes CHIMIE DES PEINTURES The monthly scientific and trade journal is the outstanding medium. Type area: 230 × 170 mm.; 2 columns × 80 mm.

*Advertisement rates:*
Full page 230 mm. x 170 mm. B.Fr. 6,250
Half page 230 mm. x 80 mm. B.Fr. 4,800
Qtr. page 110 mm. x 80 mm. B.Fr. 3,120

DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
£1.50 plus Post 15p.

**PUBLISHING & DISTRIBUTING CO. LTD.,**
177, REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

# In the space on the right, complete the list of countries able to claim the advantages on the left.

| | | | |
|---|---|---|---|
| 1 | A good industrial relations record. | A | Australia. |
| 2 | Political stability. | B | |
| 3 | Huge mineral resources. | C | |
| 4 | An abundance of space. | D | |
| 5 | A wide range of climatic conditions. | E | |
| 6 | Plenty of opportunities for foreign investment. | F | |
| 7 | English speaking population. | G | |

If you can't think of anywhere to compare with Australia, it's because as a country of the future, nowhere does.

At least as far as businessmen are concerned.

Which might help explain why last year there was more foreign investment than ever in Australia.

Why last year, more manufacturers sent and sold their products to Australia.

And why last year, more and more businesses were set up in Australia.

If you, too, would like to take advantage of Australia's enormous potential, we at ANZ Bank are ready, willing and able to help.

We'll give you economic reports, trade introductions, ask the right questions and give you answers.

All in the belief that a little help from us now could make a lot of difference to your business in the future.

ANZ BANK

**AUSTRALIA AND NEW ZEALAND BANKING GROUP LIMITED.**

Incorporating ANZ Bank and ES & A Bank.

71 Cornhill, London, EC3V 3PR Tel: 01-623 7111

## Australia

**TARIFF BOARD (DUMPING) INQUIRY ON TOILET UNITS:** The Australian Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(*a*) whether toilet units of the recirculating self contained type (tariff item 84.59.900) have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;
(*b*) whether, if the answer to (*a*) is in the affirmative, the exportation of those goods is causing or is threatening injury to an Australian industry.

Interim cash securities have been imposed with effect from August 26, 1971.

This matter has been reported by the British High Commission at Canberra which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than September 20, 1971. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, quoting reference No. CRE. 1789/71.

**CRE Ext. 2318/9**

**TARIFF BOARD INQUIRY—SCHEDULE A TO NAFTA:** The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether, having regard to the objectives and other provisions of the New Zealand/Australia Free Trade Agreement, the inclusion in Schedule A of that Agreement of the following goods would be seriously detrimental to Australian industry:

1. Yarn containing not less than 70 per cent weight of wool used in the manufacture of carpets (tariff item 53.06.000).
2. Hydraulic cranes suitable for mounting on motor vehicles (tariff items 84.22.310 and 84.22.399).
3. Scrapers with struck capacity over 6 cubic yards and parts therefor: graders with a basic operating weight exceeding 32,000 lbs. (tariff items 84.23.390 and 84.23.400).
4. Switchboards (other than telephone switchboards) and control panels (tariff item 85.19.900).

Details of the tariff items under which the above-mentioned goods are dutiable may be obtained from Tariff Section, Export Data Branch, Ext. 401, 468, or 469. Any inquiries about this notice should be addressed to the Commercial Relations and Exports Division, quoting reference number CRE 1790/71.

**CRE Ext. 2318/9**

**TARIFF BOARD (DUMPING) INQUIRY ON TYRE CORD FABRICS:** The Australian Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(*a*) whether tyre cord fabrics of polyamide (tariff item 51.04.200) and of polyester (tariff item 59.11.200), have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;
(*b*) whether, if the answer to (*a*) is in the affirmative, the exportation of those goods is causing or is threatening injury to an Australian industry.

Cash securities have been imposed on tyre cord fabrics of polyester with effect from August 26, 1971.

This matter has been reported by the British High Commission at Canberra which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than September 21, 1971. Before

*(continued on next page)*


*Thro' Nine Reigns—*

**W. Wingate & Johnston Ltd**

**ESTABLISHED 1815**

*In the reign of King George III*

***AND STILL THE LEADERS***

| | | *Telephone Numbers* |
|---|---|---|
| **LONDON Head Office** | St. Mary Axe House, St. Mary Axe, London, E.C.3. | 01-283 8030 |
| **London Airport** | 101/1 Agents Building, Cargo terminal, London Airport (Heathrow), Hounslow, Middlesex. | 01-759 3722 |
| **BIRMINGHAM** | Wingair House, Birmingham Airport, Sheldon, Birmingham, 26. | 021-743 8171 |
| **GLASGOW** | 98 West George Street, Glasgow, C.2. | 041-332 5887 |
| **GLASGOW AIRPORT** | Cargo Terminal No.1, Abbotsinch, Paisley. | 041-887 2181 |
| **IPSWICH** | Dockside Office, Orwell Quay, Duke Street, Ipswich, Suffolk. | 0473-59494 |
| **LEEDS** | Wingair House, Leeds/Bradford Airport, Yeadon, Leeds, LS.19 7.TU. | 09737-3121 |
| **LEICESTER** | 11 De Montfort Street, Leicester, LE.1 7.GE. | 0533-25477 |
| **LIVERPOOL** | Cunard Building, Liverpool, L.3 1.EU. | 051-236 9931 |
| **LIVERPOOL AIRPORT** | Room 13, Hanger No. 2, Speke, L.24 8.QE. | 051-427 7329 |
| **MANCHESTER** | 261/5 Corn Exchange Building, Fennel Street, Manchester, M.4 3.HJ. | 061-832 9386 |
| **MANCHESTER AIRPORT** | Wingair House, Wythenshawe, Manchester, M.22 5.PU. | 061-437 5956 |
| **NEWCASTLE** | Milburn House, Dean Street Newcastle-upon-Tyne, NE.99 1.ME. | 0632-29612 |
| **NEWCASTLE AIRPORT** | Cargo Building, Newcastle-upon-Tyne, 3. | 0632-860966 |
| **NEWPORT** | 33 Charles Street, Newport, NPT 1.JT. | 0633-58058 |
| **PRESTWICK** | Cargo House, Prestwick Airport, Ayrshire. | 0292-79275 |
| **SOUTHAMPTON** | Alexandra House, 10-11 Queens Terrace, Southampton, SO.9 5.TR. | 0703-23731 |

*In association with offices in Johannesburg, Montreal, New York, Paris and Toronto.*

EXPORT PACKERS · CASE MAKERS · CUSTOMS AND INSURANCE BROKERS · CONSOLIDATORS · DOCUMENTARY EXPERTS · SHIPPING, FORWARDING AND TRAVEL AGENTS · AMERICAN, DOMINION AND COMMON MARKET CONSULTANTS · CONTAINERIZATION AND AIR FREIGHT SPECIALISTS

**"A MEMBER OF THE MANIFORD TRANSPORT SERVICES GROUP OF COMPANIES"**

# Your hotel receptionist may not know much about foreign trade...

# but she could tell you the way to 'THE CHARTERED BANK'

**Our branches in Hong Kong are as much a part of the city as the familiar Star ferryboats, such a common sight in the harbour, or the colony's London-style double-decker buses. The Chartered Bank including its subsidiaries and associates has branches throughout the Middle East, Asia, Europe and America and forms the largest British banking group in the East. Each office is a local yet international bank, offering tourists the full range of financial services and businessmen an unrivalled source of information covering export and investment opportunities abroad. Our Trade Promotion Department specialises in services to the exporter and can be contacted at any of our branches in London, Manchester, or Liverpool.**

## The Chartered Bank

4 and 4a Des Voeux Road Central and some thirty branches throughout Hong Kong.

Head Office: 38 Bishopsgate, London, EC2N 4AH

A MEMBER OF STANDARD AND CHARTERED BANKING GROUP LIMITED


## AUSTRALIA
*continued*

this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, quoting reference No. CRE. 1791/71.

**CRE Ext. 2318/9**

**RESULT OF TARIFF BOARD INQUIRY ON TROUT:** A notice was published in the *Board of Trade Journal* dated January 21, 1970 to the effect that a reference had been made to the Australian Tariff Board in respect of brown, brook and rainbow trout (tariff item 03.01.900). The inquiry has now been held and as a result the duty has been increased from $0.008 per lb. General and Preferential to $0.1 per lb. General and Preferential.

**EDB Ext. 401, 468, 469**

**TARIFF CHANGES:** Details are given below of changes made in the Australian Customs Tariff by Customs tariff proposals which came into effect on August 18, 1971. arising from the recent Australian Budget.

### AMENDMENTS OF PART II. OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1971

| Tariff item | Goods | Rate of duty: General | Rate of duty: Preferential |
|---|---|---|---|
| Omit sub-items 24.02.1 and 24.02.2, insert the following sub-items: | | | |
| 24.02.1 | Cigarettes: fine cut tobacco suitable for the manufacture of cigarettes, not put up for retail sale | $6.31 per lb. | $6.31 per lb. |
| 24.02.2 | Cigars, cigarillos and cheroots | $6.08 per lb. | $6.08 per lb. |
| Omit sub-item 24.02.9, insert the following sub-item: | | | |
| 24.02.9 | Other | $3.44 per lb. | $3.34 per lb. |
| Omit paragraph 27.07.39, insert the following paragraph: | | | |
| 27.07.39 | Other | $0.173 per gal. | $0.173 per gal. |
| Omit sub-item 27.10.2, insert the following sub-item: | | | |
| 27.10.2 | Diesel fuel, not being goods falling within sub-item 27.10.1: | | |
| 27.10.21 | Kerosene for use as fuel for propulsion purposes in aircraft, as prescribed by by-law | $0.129 per gal. | $0.129 per gal. |
| 27.10.22 | Other kerosene for use as fuel for propulsion purposes in aircraft | $0.179 per gal. | $0.179 per gal. |
| 27.10.23 | Diesel fuel as prescribed by by-law, not being kerosene | $0.175 per gal. | $0.175 per gal. |
| 27.10.29 | Other | $0.225 per gal. | $0.225 per gal. |
| Omit sub-items 27.10.4 and 27.10.5, insert the following sub-items: | | | |
| 27.10.4 | Gasolene and other oils having a flash point of less than 73° Fahrenheit when tested in an Abel Pensky closed test apparatus: | | |
| 27.10.41 | As prescribed by by-law | Free | Free |
| 27.10.42 | For use as fuel for propulsion purposes in aircraft, as prescribed by by-law | $0.1457 per gal. | $0.1457pergal. |
| 27.10.43 | As prescribed by by-law for the purposes of this paragraph | $0.173 per gal. | $0.173 per gal. |
| 27.10.44 | For use as fuel for propulsion purposes in aircraft | $0.2207 per gal. | $0.2207pergal. |
| 27.10.49 | Other | $0.248 per gal. | $0.248 per gal. |
| 27.10.5 | Mineral turpentine: | | |
| 27.10.51 | In bulk or in packs exceeding a gallon, as prescribed by by-law | Free | Free |
| 27.10.59 | Other | $0.173 per gal. | $0.173 per gal. |
| Omit paragraph 29.01.19, insert the following paragraph: | | | |
| 29.01.19 | Other | $0.173 per gal. | $0.173 per gal. |

**EDB Ext. 401, 468, 469**

## New Zealand

**TARIFF AND DEVELOPMENT BOARD REPORT:** Copies of the following New Zealand Tariff and Development Board report have been received and are available from the Commercial Relations and Exports Division.

| Tariff Item | Description |
|---|---|
| 22.05<br>22.06<br>22.09 | Wines and spirits |

**CRE Ext. 2321**

## Uruguay

**TEMPORARY BAN ON IMPORTS EXTENDED:** By Presidential Decree No. 482/971 of August 3, published in the *Official Gazette* of August 9, imports of capital goods have been suspended for a further 60 days. The exceptions laid down in Decree No. 246/971 of May 7, 1971 remain in force. However, the list of capital goods attached to Decree No. 469/965 of October 18, 1965, which was applicable when the ban came into force in May of this year, is modified by the latest decree. Copies of this amended list of capital goods can be obtained from Tariff Section.

**EDB Ext. 474, 476, 7312**

## Ecuador

**REGULATIONS FOR IMPORTATION OF ALCOHOLIC BEVERAGES:** Ecuadorean Decree No. 154 of February 2, 1971 (see *Trade and Industry* of March 24, page 676), which introduced new regulations for the importation of alcoholic beverages, has been revoked by Decree No. 964 of July 5, 1971. The main provisions of the new decree are as follows:

(*a*) Only agents and representatives authorised by foreign houses to act in Ecuador on their behalf will be allowed to import wines, spirits and liquors in general.
(*b*) Two depositories have been set up to store imported beverages, one at Quito and another at Guayaquil.
(*c*) Ecuadorean consuls will legalise the shipping documents without requiring the production of an import permit. The consular invoice will be issued on production of the commercial invoice and documentary proof of the legality and purity of the liquors.
(*d*) All imported liquors will be consigned to the General Deposit Stores Company and documents and packages must carry the following marking 'Mercancia en Transito, Depositos Privados'.
(*e*) In order to effect the withdrawal of the goods from bond an import licence must be produced and payment of duties made. The General Deposit Stores Company will then deliver the goods after opening all the boxes and cases and affixing stamps on all the bottles.
(*f*) Goods will not be held by the depositories for more than one year.

**EDB Ext. 474, 476, 7312**

## Peru

**CORRECTION:** A notice published in *Trade and Industry* of July 15 (page 106), stated that Peruvian Decree Law No. 18885 exempted from import duty raw materials imported by the Peruvian pharmaceutical industry. In fact the decree does not totally exempt raw materials from customs duty, but only from the 10 per cent *ad valorem* surcharge. Nevertheless, as these materials are classed as second priority goods under the Peruvian General Industrial Law, industrial enterprises in Peru which import them are required to pay only 50 per cent of the tariff rate.

**EDB Ext. 474, 476, 7312**

## Colombia

**QUALITY CONTROL REPORTS:** General Customs Law No. 292 of May 7, 1971 requires that certain goods undergo a chemical analysis by the Quality Control Laboratories of the Colombian General Customs Directorate, in order to assess the proper classification of the goods in the tariff and thus the correct rate of import duty. The result of this analysis must appear on the import declaration which the importer sends to customs in order to effect the clearance of the goods. The charge for the analysis is as follows:

(*a*) For antibiotics, rubber, plastics, fungicides, herbicides and the like, enzymes, hormones, medicaments, surface-active agents and the like, vitamins, metals, alloys, metallurgical products in general, chemical products and preparations with no defined use—500.00 Pesos (Pesos 47 = £1).
(*b*) Inorganic chemicals, petroleum and its derivatives, food, fats, waxes and essential oils—400.00 Pesos.
(*c*) Other products such as paper, colours, etc. and pure organic chemicals—300.00 Pesos.

An unofficial translation of this decree is available.

**EDB Ext. 474, 476, 7312**

## Barbados

**WORK PERMIT REQUIREMENTS:** During the past two years British and other nationals wishing to take up employment in Barbados or to establish businesses there, have experienced considerable difficulties because the local policy on the issue of work permits for non-Barbadians had not, until now, been widely disseminated. This notice is published in order to provide guidance to prospective immigrants to Barbados or firms proposing establishment.

Any firm or individual proposing establishment in Barbados should note that the policy of the Barbados Government is to restrict the issue of work permits only to those who have specialised qualifications or skills which cannot be provided by a Barbadian national. If the managerial or other specialised qualifications or skills are not available in Barbados or from Barbados nationals abroad then a work permit for the employment of non-Barbadian nationals will normally be issued. However, the Barbados Government will need a clear undertaking from the firm or individual proposing the establishment in Barbados that a Barbadian will be trained within some reasonable time to take over the work of the expatriate.

Full details of immigration and work permit requirements can be obtained from the Barbados High Commission in London, the address of which is: 6 Upper Belgrave Street, London, SW1.

In general, when a person has been offered employment in Barbados, his prospective employers would normally be responsible for arranging his work permit. Anyone so offered employment would be well advised, however, to check that this has been done. Any British firm considering the establishment of, say, a subsidiary in Barbados would normally wish at an early stage to discuss their plans with the Industrial Development Corporation, P.O. Box 250, Bridgetown, Barbados. It is strongly recommended that these discussions should include the question of work permits, for which the Ministry of Home Affairs is directly responsible.

## Chile

**FOREIGN EXCHANGE—EXPORTS:** A change in the general method of payment for imports into Chile was reported in *Trade and Industry* on August 19, 1971. The full text of the modified regulations are contained in Central Bank Circular No. 1546 of August 5, 1971. Details of the regulations can be obtained from Tariff Section.

**EDB. Ext. 474, 476 & 7312**

## United States

**CHILDREN'S SLEEPWEAR—AMENDMENT:** *Trade and Industry* of August 18 gave notice that the United States flammability standard for children's sleepwear would become effective on July 29, 1972. The Department of Commerce has since announced that proceedings have been instituted for the provision of statistically-based sampling plans and a framework for pre-market testing to assist in the detection of non-complying fabrics. Interested persons may submit written comments to the Assistant Secretary for Science and Technology, Room 3862, US Department of Commerce, Washington DC. 20230, not later than September 13, 1971. (Ref. FR.14.8.71).

**CRE Ext. 2397**

**ENGLISH EXPORTERS (LONDON) LTD.**
**70 Baker Street, London, W.1.**
*Telephone:* 01-486 4871 (7 lines) *Telex:* 23794 *Cables:* ENGLEXPORT London
WE SPECIALISE IN HANDLING EASTERN EUROPEAN RECIPROCAL BUSINESS AGAINST U.K. DELIVERIES
WE SPECIALISE IN SWITCH, TRIANGULAR AND BARTER TRANSACTIONS OF ANY KIND.

## BRITISH GOVERNMENT CONTRACTORS

*These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.*


**TEESDALE TOOLS LTD.**

DESIGNERS & MANUFACTURERS OF PRECISION ENGINEERING TOOLS & EQUIPMENT

**A specialist service to airlines for all engine overhaul tools and ground support equipment**

**192 OVERNDALE ROAD, DOWNEND, BRISTOL BS16 2RJ**
Telephone: 654283

AUTOMATED FEED PLANTS — FROM 2 TONS/HR. TO 15 TONS/HR.

1969

THE QUEEN'S AWARD TO INDUSTRY
TO SCOTTISH MECHANICAL LIGHT INDUSTRIES LTD. FOR TECHNOLOGICAL INNOVATION IN AUTOMATED FEED PLANTS

PRODUCING
high quality animal feeds in continuous flow production with low capital outlay and negligible running cost

**AUTOMATED FEED MILLS LIMITED**
SCOTMECWORKS, AYR, SCOTLAND
TELEPHONE: AYR [0292] 64601

**Air Compressors from 1 to 100 C.F.M.**

Manufactured by London's most progressive compressed air engineers. Our plant is in use in over 40 countries. For details, please apply to

**Sherry & Son (Compressors) Ltd,**

*U.K. Division,*
*87/89 Pancras Road, London NW1*
*Telephone: 01-837 7177*
*Telegrams: Sheryair, London NW1*

To advertise in
**Trade and Industry**
Incorporating the Board of Trade Journal
telephone
**01-248 9876**
extn. 6147/8
rate card from
**HMSO**
**(P3) Room D92,**
**Atlantic House,**
**Holborn Viaduct,**
**London, EC1P 1BN**

**General sheet metal workers, metal polishers to the trade**

*Cutting capacity 10' x ½"*
*Brake Press 10' x ⅛"*

**Leslie T. Clark**
**(Stainless Steel Fabrications) Ltd.**

*Fresh Wharf, Highbridge Road, Barking, Essex.*
*Telephone: 01-594 5666-7-8*

*Member of the Stainless Steel Fabricators Association.*

**E. W. Kendall & Co. Ltd.**

**FOR**
**CARBIDE TIPPED CIRCULAR SAW BLADES MACHINE KNIVES AND ROUTER CUTTERS FOR ALL TRADES**

*write or telephone* — *212-214 Ravenscroft Road, Beckenham, Kent.*
*Telephone: 01-778 3957/4353*


## MISCELLANEOUS ADVERTISEMENTS

*30p per line, minimum £1.50 payable in advance, Box No. 50p*
*Orders for advertisements should be addressed to* HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.
*Replies to Box Numbers should be addressed to* Box No.—Trade and Industry, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.


**TYRES AND WASTE RUBBER.** The Sterling Tyre Co. Ltd., are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel: EDMonton 2150.

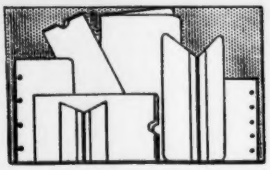
**USED COMMERCIAL VEHICLES FOR EXPORT.** Comprehensive range of used British lorries and tippers available for fast shipment. IENGAR & CO. LTD., 3 High Street, Slough, Bucks, England. Telephones: Slough 29176/7. Cables: Hindtrades Slough. Telex: 847123 IENGARCO.

**TYRES OF ALL DESCRIPTIONS** wanted and for sale. Large quantities of casings, etc., groovers and runners always available. Giants, passengers and aircraft. Douglas L. Charlett (Tyres) Ltd., 81/9 Cassington Road, Yarnton, Oxford, OX5 1QB. Kidlington 3017.

**THE METAL PERFORATORS J. & F. POOL LTD.** invite perforating inquiries from industry. —J. & F. Pool Ltd., Hayle, Cornwall. Tel: Hayle 3571 (6 lines). Telex: 45286.


## Detailed Statistics of UK Overseas Trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment. The fully detailed information is not published on a monthly basis but, when circumstances allow HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).



**PVC Wallets and Containers**

Loose leaf binders, catalogues and price list covers, conference wallets, swatch covers, salesman's albums, document cases, pocket wallets, cheque book covers, travel document folders, transparent pockets etc.

**Academy Plastics Ltd**
*25-29 Roundwood Rd., London, N.W.10*
*Telephone: 01-459 5277*

**Springs** one off or long runs, for every requirement.

Tension; Compression; Square Section; Round Section;
Specials to meet individual needs
Flat Springs too;
Also makers of Wire formed articles; Pressings and Stampings
toolmaking DGI & MOA approved

**Rickton Springs Ltd.**
*Onslow Mills, Trout Road, Yiewsley*
*West Drayton, Middlesex*
*Phone: West Drayton 2332-2352*

**ALDER MILES DRUCE LTD**
**BEACONSFIELD ROAD, HAYES, MIDDX.**
**Tel. 01-573 7766 Telex 267909**

BRANCHES AT
Manchester, Nottingham, Glasgow, Southampton, Brandon, Bristol, Dartford, Bridgend, Hebburn.

Stockists and Distributors of—
**Industrial Fasteners**
**Bolts and Setscrews**
**Nuts and Washers**
**Nyloc Nuts**
**Rolled Thread Screws**
**GKN & UNBRAKO Products**

*in all materials including Stainless Steel; in all threads including Metric*

We are unequalled for our
Quality · Service · Technology
in

**PLATING ON PLASTICS**

**King & Fowler FINISHES LTD**

**Jamaica Street, Liverpool L1 OAQ**
**Telephone: 051-709 8411**
*Ask about our progress on Polypropylene*

**Skerne Engineering**

**Precision specialists in roll-formed sections, press brake sections, panel work and pressings.**

**Skerne Engineering Co. Ltd.**
P.O. Box No. 16, Albert Hill, Darlington, Co. Durham. Tel. Darlington 69146
Telegrams: Skerne Darlington.
A member of the Aurora Group of Companies

**SPECIALIST HIGH FREQUENCY WELDERS of:**

**SWIMMING POOL and RESERVOIR LINERS, ACID PROOF CLOTHING, MACHINE COVERS, PALLET COVERS, STATIONERY ITEMS**

**ALLEN PLASTICS LTD.**
**69 GREENCROFT ST., SALISBURY**
**Telephone: Salisbury 28893**

*Introducing the well-known range of*

*Lucy Harding* REGD.

**QUALITY PLASTIC WARE**

Dustbins, Laundry Baskets, Food Containers, Waste Paper Bins, Swing Top Bins, Buckets, Pedal Bins, Fridge Boxes.

*Prices and Catalogues from*

**COPE ALLMAN PLASTICS LTD.,**
**Fitzherbert Road, Farlington, Portsmouth, Hants. Tel. Cosham 70102**

Sheet Metal
**PRESSWORK**

A Battery of Power Presses from 5 tons to 400 tons at your service

**BIRD, STEVENS & CO. LTD.**
*Quarry Bank, Staffs.*

*Telephone* HEAD OFFICE CRADLEY HEATH 67381, (STD 0384) or
LONDON OFFICE (01-407 7519) or
MANCHESTER OFFICE (061-428 7254)

**Department of Employment Gazette**
*Single copies 50p (by post 56½p)*
*Annual subscription £6.65 including postage*
**Published by Her Majesty's Stationery Office**
*and obtainable from Government Bookshops*
49 High Holborn, London, WC1V 6HB;
13A Castle Street, Edinburgh, EH2 3AR;
Brazennose Street, Manchester, M608AS;
258 Broad Street, Birmingham, B1 2HE;
109 St. Mary Street, Cardiff, CF1 1J W;
50 Fairfax Street, Bristol 1, BS1 3DF;
80 Chichester Street, Belfast, BT1 4JY;
or through booksellers

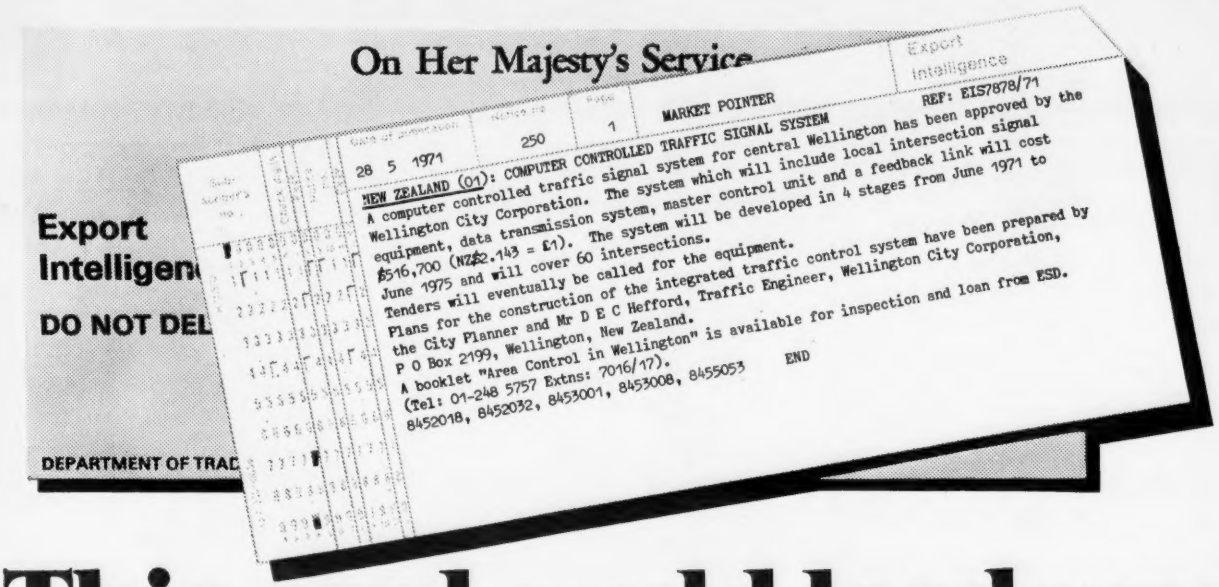
**TRADUCCIONES FIDEDIGNAS**

Técnicas — Legales — Comerciales

**LATIN AMERICAN SERVICES**

36 TAVISTOCK STREET, LONDON W.C.2
*Telephone: 01-836 3276*

**ring Bells**
for
**machine tools and sheet metalworking machinery**
*Price List sent on request*
**Phone 637398**
**Telex 557260**
Cable 'Ringbells' Leeds 4
**H. BELL** Machine Tools **LTD.**
**Walter Street Leeds 4 England**


On Her Majesty's Service
Export Intelligence
Export Intelligen
DO NOT DEL
DEPARTMENT OF TRAC
28 5 1971
250
1
MARKET POINTER
REF: EIS7878/71
NEW ZEALAND (01): COMPUTER CONTROLLED TRAFFIC SIGNAL SYSTEM
A computer controlled traffic signal system for central Wellington has been approved by the Wellington City Corporation. The system which will include local intersection signal equipment, data transmission system, master control unit and a feedback link will cost $516,700 (NZ$2.143 = £1). The system will be developed in 4 stages from June 1971 to June 1975 and will cover 60 intersections.
Tenders will eventually be called for the equipment.
Plans for the construction of the integrated traffic control system have been prepared by the City Planner and Mr D E C Hefford, Traffic Engineer, Wellington City Corporation, P O Box 2199, Wellington, New Zealand.
A booklet "Area Control in Wellington" is available for inspection and loan from ESD.
(Tel: 01-248 5757 Extns: 7016/17). END
8452018, 8452032, 8453001, 8453008, 8455053

# This card could lead you to a big export order fast.

# For 5p.

It costs £25 to join Export Intelligence.

You don't pay again until you've received 500 reports. So each report costs you only 5p.

Fivepence! For information that could lead to thousands of pounds worth of export business.

**You get to hear about it fast.**

Information from our 220 Embassies, High Commissions and Consulates abroad pours into Export Intelligence Headquarters every day—by telex, cable and airmail.

The material is processed through a computer and within 48 hours all those items relevant to your business are on your desk.

In fact for an urgent tender we'll phone or telex you the same day.

**Information tailored to your needs.**

To save your time and money we only give information that's of interest to you. When you join, you pin-point your interests by selecting from a list of 5,000 products and services, and 160 world markets.

You also decide which of 14 categories of information you want to receive—categories like specific export opportunities, calls for tender, short market pointers, quarterly economic and trading reports on over 100 countries.

You can select any or all of them.

Every time a piece of information comes in that matches your individual requirements, Export Intelligence sees that you get it.

**Now's the time to join.**

Over 5,000 exporters have already joined Export Intelligence. This year, 50,000 items of market information will reach them.

Can you afford to miss out on this?

One of our Export Officers will be pleased to explain how the Export Intelligence Service could help you.

Simply telephone one of the numbers below. Or post the coupon.

**London Headquarters**
01-248 5757 Ex 7007
Telex 886143
**Belfast (Ministry of Commerce)**
34488 Telex 74578
**Birmingham**
021-643 8221 Telex 337021
**Bristol**
21071 Telex 44214
**Cardiff**
62131 Telex 49267
**Glasgow**
041-248 2855 Telex 77583
**Leeds**
38232 Telex 55472
**Manchester**
061-236 2171 Telex 667104
**Newcastle upon Tyne**
27575 Telex 53178

To: Export Intelligence, Department of Trade & Industry, Export House, 50 Ludgate Hill, LONDON EC4M 7HU
Please contact me about Export Intelligence.

Name

Company

Address

Tel. No. T.I.9

# Computerised Export Intelligence

**A service to exporters by the Department of Trade and Industry.**

*Registered as a Newspaper.* Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS. SBN 11 720491 9